Board of Trade Journal

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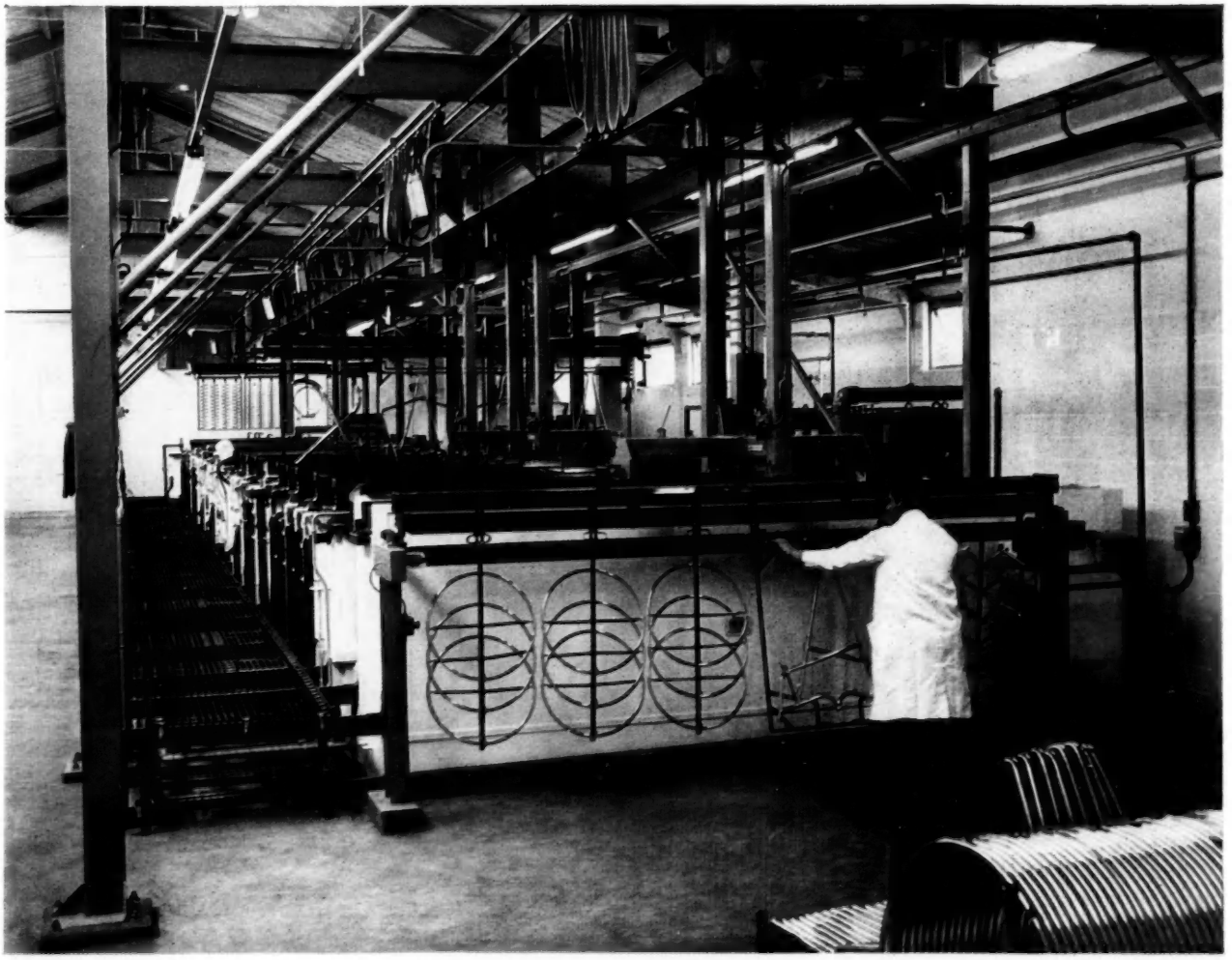

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P 32 Cutlery (Q)
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P 68 Paper and Film Bags (M)
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P 9 Carpets and Rugs (Q)
P 4 Hosiery and Other Knitted Goods (Q)
P 15 Lace (Q)
P 14 Linen (Q)
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Index to Statistics 1598
Subscriptions, Advertisements, Reprints 1598
Growing prospects in Anglo-Hungarian Trade 1601
Hungarian Deputy Minister of Foreign Trade to visit United Kingdom 1603
Anglo-Soviet trade agreement 1604
Consideration of mergers by the Board of Trade 1604
ECGD backs £2.65 million contract for Finland 1604
Annual Report of the Committee on Invisible Exports 1604
Export transport conference 1604
Conference on Canadian export opportunities 1604
Abolition of Jute Wages Council (Great Britain) proposed 1604
New factory for Bridgend 1604
Northern Ireland Minister's visit to Germany 1605
Work starts on Millom advance factory 1605
Thames Case announces new plant at Abercarn, South Wales 1605
Cramlington firm expands to meet sales demand 1606
100th injection moulding machine from Ulster factory 1606
Development slogan on letters from Yorkshire 1606
Application for temporary exemption from import duty 1606
Application for anti-dumping duty on morpholine 1606
Resale Prices Act 1964: Ninth list of exempted goods issued 1607
Prevention of Fraud (Investments) Act 1958 1608
Authorized unit trust schemes 1608
Purchase tax on children's tights and pantie-hose 1608
NBPI report on prices of toilet preparations 1608
BSI 1969 Standards conference on metrication 1608
BSI metric converter for home and office 1608
Ferrous wire industry's metrication plan 1608
Patents endorsed 'Licences of Right' 1609
Aviation and Shipping
Mr. Rogers at Commonwealth Air Transport Council meeting 1610
United Kingdom signs OECD agreement on export credit for ships 1610
Marine inquiry 1611
BOAC pilot's pay referred to NBPI 1611
Government surplus sales by auction 1612
New books 1613

STATISTICS
The economy: selected indicators 1614
United Kingdom overseas trade: unit value and volume index numbers for April 1969 1615
Retail sales in April 1616
Retail stocks in April 1622
Business monitor 1622
Hire purchase and other instalment credit business in April 1624
Some recovery in car and commercial vehicle production in April 1627
Gold and convertible currency reserves in May 1628
Turnover of the catering trades, laundries and dry cleaners and hairdressers in April 1629
Registrations of British and foreign films 1630
ECGD in the financial year 1968-69 1631
British exports do well in EFTA 1632
Tourist traffic up 32 per cent in first three months of 1969 1632
BTA publishes 'Digest of Tourist Statistics' 1632

EXHIBITIONS AND FAIRS
Trade fairs in the USSR 1633
British exhibitors enjoy another successful Interstoff 1635
Joint venture at Amsterdam Precast Concrete Exhibition 1636
Caen's first British store promotion introduces wide range of products 1636
Lord Mayor of Westminster to open British Shopping Week in Gothenburg 1636
Change of date for British promotion at French store 1636
UK foodstuffs do well at British Shopping Week in Luneburg 1637
Strong British representation at Teho' 69 Helsinki 1637
Exhibitors Report 1638

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS
France and the UK. Double taxation—Netherlands Antilles. Spain/Equatorial Guinea trade agreement. Hints to businessmen visiting Uganda 1639
Opportunities for exporters—calls for tender 1640
Export Missions and Tours 1645
Export Orders 1646

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Argentina: Prior deposits 1661
Australia: Tariff Board inquiry on the printing industry. Tariff Board inquiry on A/C generators. Special Advisory Authority inquiry on cherries. Special Advisory Authority inquiry result. Tariff changes 1660
Canada: 'Made in Canada' ruling 1663
Ceylon: Import licensing of drugs 1659
Denmark: Exchange control regulations 1653
European Communities: Common agricultural policy. Common Customs Tariff of the EEC. Rules of competition. Customs legislation in the EEC 1649
Ghana: United Kingdom loan, 1969 1658
Guyana: Import licensing arrangements 1663
Indonesia: Claims for compensation 1659
Iran: Import liberalization 1654
Irish Republic: Import quota: leather footwear 1653
Israel: Import regulations 1653
Jamaica: Import licensing arrangements 1663
Lebanon: Import taxation. Customs tariff (1)(2) 1654
Malaysia: Tariff Advisory Board inquiries 1659
New Zealand: Emergency Protection Authority references. Postponement of tariff and Development Board inquiry. Customs tariff inquiry (1)(2) 1659
Sierra Leone: Import licensing regulations 1654
Singapore: Customs tariff changes. Import control 1659
Spain: Duty free import quotas. Import duty suspension: steel bloom coils 1653
Tanzania: Import licensing regulations 1657
Uganda: Import licensing regulations 1655
United States: Fair packaging and labelling Act (1) (2) (3) (4). British Consulate-General, New York: change of address. Vehicle safety—consumer information 1663
Uruguay: Additional import tax 1663
Zambia: Improved packing necessary for exports to Zambia 1657

Any later announcements not indexed on this page will be found at the foot of the following page.

Front cover photograph

Electroplating plant built by Electro-Chemical Engineering Co. Ltd. installed at the Bridgend, Glamorgan, factory of Albec Aluminising where metal components for Everest & Jennings wheelchairs and Zimmer orthopaedic appliances are chromium plated. The 85 ft. long Efco Programme machine can plate components up to 11 ft. in length and process 14 racks of work per hour – each rack carrying a load of 150 lb. The process deposits three layers of nickel prior to chromium plating.

Electro-Chemical Engineering Co. Ltd. claim to be the world's largest exporter of electroplating plant and ancillary equipment – more than 60 per cent of current production being destined for overseas markets. Albec Aluminising are part of the Zimmer Orthopaedic Group whose overall export production of appliances also exceeds 60 per cent.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	Last published
Air transport:	
Aircraft noise at Heathrow airport (Q)	11 April 1969
Trade by air (6-M)	28 Mar. 1969
Balance of payments (Q)	20 Dec. 1968
Bankruptcy orders (Q)	31 Jan. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	4 April 1969
Industry's investment intentions (3 times a year)	24 Jan. 1969
Manufacturing industry Census of production (A)	20 Dec. 1968
Catering trades turnover	This week
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
Acquisition and mergers (Q)	21 May 1969
Income and finance (Q)	4 June 1969
New companies registered:	
Gt. Britain (M)	4 June 1969
N. Ireland (M)	28 May 1969
Computers:	
UK computer market (Q)	2 May 1969
Construction work overseas (A)	11 Oct. 1968
Credit:	
Instalment credit balances (M)	4 April 1969
International trade credit (A)	16 Aug. 1968
Electronic industry:	
Electronic capital equipment deliveries, research and development (Q)	14 May 1969
Engineering and electrical goods:	
Deliveries of certain products (A)	3 Jan. 1969
Production, exports and orders (M)	28 May 1969
ECGD business (Q)	22 Nov. 1968
Film industry:	
British Film Fund Agency returns (M)	4 June 1969
Cinema admissions and takings (M)	21 May 1969
Film rentals charged to exhibitors (A)	3 May 1969
Overseas payments and earnings (A)	6 Dec. 1968
Registrations of films (A)	24 Jan. 1969
Trends in film going (A)	9 Aug. 1969
Food:	
Consumption levels (A)	14 Feb. 1969
Household consumption (Q)	10 Jan. 1969
Footwear industry orders and deliveries (M)	21 May 1969
Foreign trade:	
Commonwealth trade (A)	7 July 1968
EFTA trade (Q)	14 June 1968
Trends in export of manufactures (A)	6 Sept. 1968
World trade and production (Q)	2 May 1969
Foreign trade of the UK:	
Direct exports (A)	16 Aug. 1968
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	21 May 1969
Value of overseas trade: analysis of trends (Q)	14 May 1969
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	This week
Hire-purchase:	
Assets and liabilities of HP companies (Q)	14 May 1969
Business (M)	This week
Industrial building provisional figures (Q)	31 Jan. 1969
Industrial development approvals (Q)	25 April 1969
Industrial development certificates refused (A)	23 Aug. 1968
Industrial production:	
Index nos. (M)	28 May 1969
N. Ireland Index (M)	28 May 1969
Insurance companies:	
Assets (A)	16 Aug. 1968
Transactions (A)	25 April 1969
Investment and earnings overseas (A)	19 July 1968
Laundries and dry cleaners turnover (M)	This week
Machine tools, deliveries and orders (M)	21 May 1969
Man-made fibres:	
Analysis of production (A)	4 April 1969
Analysis of production (Q)	3 Jan. 1969
Deliveries (Q)	8 Nov. 1968
Production (M)	21 May 1969
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	14 May 1969
Office development permits (Q)	14 Feb. 1969
Partnerships registered (A)	7 Feb. 1969
Pension funds:	
Assets (A)	12 July 1969
Transactions (Q)	14 May 1969
Retail prices index (M)	2 May 1969
Retail trades:	
Index nos. (M)	This week
N. Ireland index (M)	4 June 1969
Royalty transactions (A)	14 May 1969
Shipping:	
Movement at UK ports (M)	25 April 1969
Nationality of vessels in UK sea-borne trade (A)	27 Dec. 1968
Stocks:	
Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	4 April 1969
Manufacturing industry, Census of production (A)	20 Dec. 1968
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	3 May 1969
Textiles:	
Clothing and textile orders and deliveries (M)	28 May 1969
Cotton production (M)	28 May 1969
Wholesale houses sales (M)	14 May 1969
Wool exports (Q)	22 Nov. 1968
Wool output (M)	28 May 1969
Tourism:	
International tourism (A)	2 Jan. 1969
UK tourist traffic (M)	25 April 1969
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	21 May 1969

Board of Trade Departments, etc.

Subject	Last published
Board of Trade addresses	9 May 1969
Board of Trade regional organization	28 May 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1968
British commercial representatives overseas	14 May 1969
Customs notices of interest to exporters	21 Feb. 1969
Directory of Board of Trade departments and their work	28 Mar. 1969
ECGD local offices	28 Mar. 1969
Half-yearly index – July-Dec. 1968	7 Feb. 1969
Official Receivers' offices	21 June 1968
Programme of trade promotions	7 Mar. 1969

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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Orders for reprints should be addressed to the Director of Publications (P.I), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Late Announcements

H.M.S.O. Industrial Dispute Settled

The industrial dispute at H.M. Stationery Office's publishing warehouse in London has now been settled and staff involved are back at work.

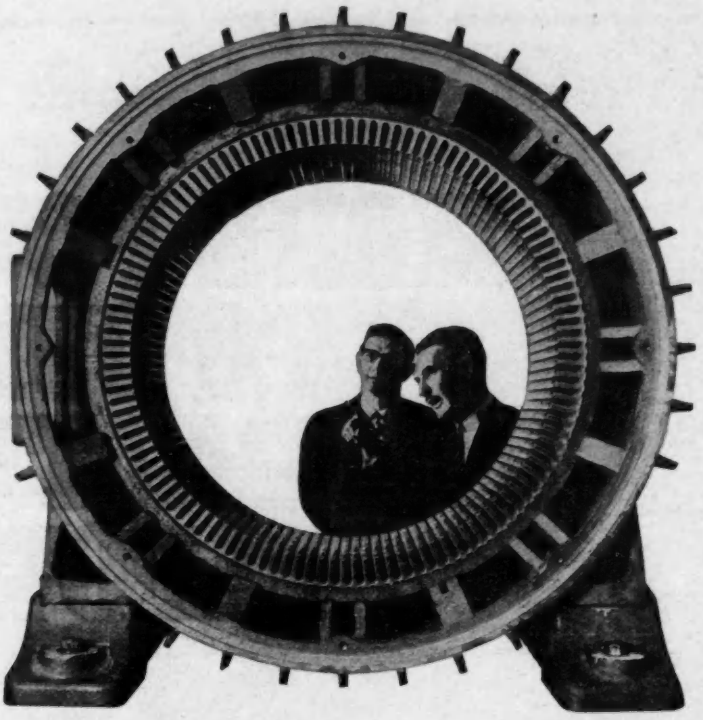
The dispute held up some copies of the *Board of Trade Journal* from the beginning of May onwards. These will be distributed as soon as practicable but H.M.S.O. point out that the accumulation of arrears of various official publications will take some time to work off.

Munich Air Crash Report

The report of the inquiry conducted by Mr. E. S. Fay, Q.C., into the crash of the British European Airways 'Elizabethan' aircraft in Munich on February 6 1958 was published on June 10.

Copies will be available shortly from H.M. Stationery Office price 15/- by post 16/2d.

Electric motor maker drives exports up by one-third.



Winding-up is good business for this efficient Huddersfield company. Its electric motor exports run into millions every year and increased by one-third in 1967, says general export manager Kenneth A. (above right).

Interviewer: Your motors are general workhorses for industry?

Kenneth A: That's so, they're the prime movers for most machinery. We go from fractional h.p. motors up to big 650 h.p. jobs.

Do you find competition fierce overseas?

Kenneth A: Tough, yes, especially from the U.S. and German manufacturers, and Japan is coming up fast. But we are very concentrated producers of a specialised range of electrical products. A lot of our machinery is semi-automated, and this efficiency keeps us competitive.

What's your marketing set-up?

Kenneth A: We have agents in 76 countries, and our own subsidiary selling companies in three major markets—U.S.A., Canada and Germany. These subsidiaries give us a good edge, because technical service is so important in our field. We get orders because our people overseas sweat over getting drawings to customers and make that much extra effort.

Is all your overseas business covered by ECGD?

Kenneth A: Our business through agents has been covered since 1960, and we've recently added the subsidiaries. This was primarily to take advantage of ECGD Bank Guarantees. On a figure of £1 million, say, we could save £10,000 because the Guarantee enables us to borrow at Bank Rate.

Your exports have grown impressively since you first came to ECGD. Any connection there?

Kenneth A: Financial security became more important after the first postwar export boom ended. Immediately after 1945 we were selling in the traditional Commonwealth markets, usually with companies we knew very well. But that all ended in the fifties, and we had to move into much less familiar markets. We soon felt the cold, and had to have ECGD cover if we were to expand.

You've certainly expanded in North America. Do you find ECGD's New York office useful?

Kenneth A: It's a help, the ECGD man there having underwriting powers up to certain figures. We find this speeds things up a lot.

Your exports were a record last year. What now?

Kenneth A: We were up by a third last year. Now we're consolidating for the next surge forward.

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Growing prospects in Anglo-Hungarian Trade

By H. J. Bowe, First Secretary (Commercial), British Embassy, Budapest

THERE HAS BEEN a steady expansion in the trade between Great Britain and Hungary during the last six years. From 1963 to 1968, the total turnover increased by some seventy per cent, both exports and imports expanding by a similar percentage. In 1968 our exports to Hungary amounted to £12¼ million, while our imports from Hungary amounted to almost £10 million.

The recent visit to Budapest by Mrs. Gwyneth Dunwoody, Parliamentary Secretary at the Board of Trade, for the Budapest International Fair and the forthcoming visit to Britain by Dr. Béla Szalai, the Hungarian Deputy Minister of Foreign Trade, during the second half of June provide an appropriate occasion to consider the future pattern and development of our trade with Hungary.

The major group in our sales to Hungary is machinery and industrial equipment, which reached a peak over £7 million in 1967. This figure, however, reflected the completion in that year of most of the shipments of machinery and equipment for complete chemical and plastics plants; it is not surprising, therefore, that our sales in this branch dropped by some £2 million in 1968. This fall, however, was more than offset by increased deliveries of other goods, notably textile fibres, chemicals, manufactured textiles, non-ferrous metals and scientific instruments, including computers. As regards exports to Britain, Hungary's main interest continues to be in restricted items. Goods under quota, mainly textiles and agricultural produce, accounted for nearly 60 per cent of Hungary's sales to us in 1968. The increases in quotas granted early this year, will, it is hoped, assist Hungary to increase her sales of these traditional items in the British market; but expansion in this field must necessarily be limited, and Hungary's best prospects lie in a more determined effort to export those industrial goods which have already been liberalized.

The prospects for British exporters depend largely, of course, upon the speed and pattern of Hungary's economic development. 1969 is the fourth year of the third Five Year Plan and the second year of the new system of economic management. It is the latter in which British exporters are understandably taking greater interest at present. What, after one and a half years, can be said of its progress? Firstly, given the very careful and gradual approach adopted from the beginning by the Hungarian Government, no quick or dramatic change in the Hungarian economy or in the level of trade was to be expected; and, in fact, there was none. In certain respects there was some disappointment; managements failed to adapt themselves so easily, and productivity failed to rise so much, as had been hoped. But such changes can be expected to take some time and the Hungarians have reason to be satisfied with the first results of the new system in almost every other aspect.

Although the Hungarian authorities have stated that there is no intention under the reforms to upset the present pattern of foreign trade (roughly 66 per cent with other CMEA countries, 27 per cent with Western countries and 7 per cent with the rest of the world), the reforms should nevertheless offer greater opportunities for British exporters. Reasons for this are:

(i) Hungarian manufacturers should find it increasingly easy, subject to the availability of convertible currency, to import what they want in the way of materials and equipment from the source of their choice.

(ii) Foreign manufacturers should have easier access to end users (whether the latter have independent trading rights or not) and so be able to get a better insight of the market prospects. It is, however, worth bearing in mind that it is still usually advisable, especially for the newcomer, to consult the Foreign Trading Enterprises before trying to make direct approaches to end users.

Hydraulic self-advancing roof supports being loaded at Derby en route to Hungary. The supports, manufactured by Fletcher and Stewart Limited, are part of an order from the Hungarian Coal Board.

(iii) The modernization and expansion of Hungarian industries should provide useful opportunities for British manufacturers who can offer the right equipment on the right terms.

(iv) With the gradually rising standard of living, consumer goods in greater quantities and wider variety will be made available to the public – though it will be some time before the Hungarian market will offer much encouragement to the western manufacturer of luxury goods or to goods manufactured to adequate standard in Hungary.

But orders from the Hungarian market are not there for the taking. Competition from other western European countries is keen, and some of them enjoy the advantages of proximity, language, and traditional acquaintance with the market. To be successful, it is necessary for the British manufacturer to inform Hungarian industries and buyers more fully about their products, particularly in the industrial and technical fields. It is also essential to visit Hungary regularly if good business is to be done and to respond quickly to inquiries, even though it is evident that orders are not likely to be immediately forthcoming.

Technical co-operation

Both as a means of saving foreign currency and of increasing their own technical knowledge and standards, the Hungarians are keenly interested in all kinds of co-operative ventures in the industrial and technological fields. 'Technical Co-operation' covers a wide range of arrangements, including the exchange of information, the purchase and sale of licences, manufacture under licence and joint manufacture. The existing agreement between Britain

(*Continued on page* 1603)

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On an official visit to see production of Crane Fruehauf refrigerated van semi-trailers ordered last year, members of the Hungarian Trade Delegation recently toured the North Walsham Division of Crane Fruehauf Trailers Limited. With the delegation were several senior members of Hungarocamion, including Mr. Lazlo Szego, Hungarocamion's senior technical representative (left), talking with Mr. L. Allwood (second left) chairman of Crane Fruehauf, Mr. B. K. Day (right) director of manufacturing and engineering, and other members of the delegation.

and Hungary on technological collaboration seeks to encourage such ventures, a number of which are operating satisfactorily between British and Hungarian companies. Indeed, a surprisingly large number of products are made in Hungary under foreign licence. This is not merely a one-way business; many Hungarian designs and processes are being used in other countries, including Britain. Such arrangements can offer various advantages: a foothold in a market which might be difficult to enter for the sale of finished products; the possibility of entry into other CMEA markets; and cheaper production of certain components and a regular market for others.

Particular fields in which Hungarians have expressed interest in co-operation are the agricultural and food and associated industries and the following technical branches:

Computers and data processing
Instrumentation
Motor vehicle manufacture
Aluminium processing
Centrifugal castings (technology and equipment)
Semiconductors
Development of printed circuits
Colour television
High voltage cables
Electrical insulators for overhead cables and transformer bushes
Railway signalling and lighting.

Compensation or counter trade

British firms seeking to export to Hungary often meet with the proposal that they accept part or full payment in the form of Hungarian products. Although this is a cumbersome method of trading, it is, in view of Hungary's limited reserves of convertible currencies, sometimes the only way of getting business. It should, however, be understood that compensation trade does not necessarily take the form of crude barter as, for instance, agricultural produce against machine tools but can, given the right circumstances, be developed into a mutually satisfactory regular business. In many instances it has been possible for the foreign manufacturer to find in the range of Hungarian manufactures products which he can use in his own production programme. This has in some cases led to successful arrangements for manufacture under licence or even joint manufacture.

Areas of growth for British exports

As Hungary's economic plans provide for the development of both agriculture and industry, the field of opportunity, within the limits of the size and rate of expansion of the economy, is wide.

In the agricultural field increasing investment over the next few years should give openings for agricultural chemicals and plant for producing them; irrigation and spraying equipment; storage equipment; and agricultural machinery of many kinds. For the processing and marketing of produce, more refrigeration and drying equipment and canning, bottling and packing plant and machinery will be needed.

As regards industry, the range is too wide to permit the cataloguing of all possible requirements, but pointers may be got by considering the branches of industry likely to undergo the most intensive growth and receive priority in capital investment. These include precision engineering; instrumentation and automation; electronics and telecommunications; pharmaceuticals and chemicals; electrical equipment; and non-ferrous metals. Also, the investment planned for building might well give good chances for building and construction equipment.

To sum up, Hungary offers prospects compatible with a comparatively small, though developed and expanding economy, for the nurturing of which the essential comes first, the desirable second and the luxurious last.

Hungarian Deputy Minister of Foreign Trade to visit United Kingdom

DR. B. SZALAI, a Hungarian Deputy Minister of Foreign Trade arrives in London on June 17 for an eight-day visit, as the guest of HM Government. He will be accompanied by representatives of the Ministry of Foreign Trade (including Agriculture), the Ministry of Heavy Industry, the Ministry of Metallurgy and Machine Industry and the Gedeon Richter Pharmaceutical Works.

During his stay Dr. Szalai and the members of his delegation will have discussions with Government Departments on various aspects of Anglo/Hungarian trade and will visit a number of British firms and commercial centres to obtain a first-hand impression of their activities and to see what further contribution United Kingdom exporters could make towards industrial development in Hungary. They will also be holding discussions with various Government Departments. They are also expected to discuss the possibility of co-operation between United Kingdom and Hungarian industries.

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Anglo Soviet trade agreement

MR. ANTHONY CROSLAND, President of the Board of Trade visited Moscow from June 1 to 3 for talks on Anglo-Soviet trade with Mr. N. S. Patolichev, Soviet Minister of Foreign Trade. The two Ministers, on June 3, signed a long term Trade Agreement valid until December 31, 1975. This replaces the present agreement which expires at the end of this month. The text of the agreement will be published shortly.

The agreement reflects the expectation on the part of both Ministers that trade between the two countries will continue to develop.

During his visit the President also saw Marshal Loginov, Soviet Minister for Civil Aviation, and spoke of the interest on the part of British airlines in the Siberian Air Route to the Far East. Official negotiation are to be held in the near future to pursue this.

Consideration of mergers by the Board of Trade

IN CARRYING out their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act:

1. Golden Wonder Ltd. (Part of Imperial Tobacco Group) and Chipmunk Ltd.
2. The British Oxygen Co. Ltd. and High Speed Steel Alloys Ltd.
3. Transaction involving The Freshwater Group, City and Country Properties Ltd. and Locker's Estates (Holdings) Ltd.

ECGD backs £2.65 million contract for Finland

THE EXPORT CREDITS Guarantee Department signed a Financial Guarantee on May 28 covering a loan for the supply and erection of a newsprint paper making machine for Finland.

The £2.65 million contract is between Walmsleys (Bury) Ltd. and Rauma-Repola O/Y, Finland. The plant is scheduled for commissioning in April 1971.

The loan, which is being made available by Lazard Bros. & Co. Ltd., acting on behalf of Barclays Bank Ltd., Clydesdale Bank Ltd. and Williams Deacon's Bank Ltd., is for £2.12 million and is repayable over a period of 10 years from date of contract.

Note: A survey of ECGD's financial year 1968-69 appears on page 1631.

Annual report of Committee on Invisible Exports

THE NET SURPLUS on Britain's private invisibles account will have grown to between £900 million and £1,000 million by 1971-72, an increase of up to £300 million on the 1967 figure of £702 million and of £100 million on the 1968 figure of £839 million. This forecast is made by Mr. Cyril H. Kleinwort, chairman of the Committee on Invisible Exports, in the committee's first annual report published on June 5.

Last year the value of invisible exports rose by 18 per cent to over £3,500 million, representing almost 40 per cent of Britain's foreign exchange earnings. Foreign income for the year reached a total of nearly £10,000 million and 'probably represents a higher rate of foreign earning power per head of population than anywhere else in the world.'

Export transport conference

A TWO DAY conference under the title 'Export and Transport – Into and Across Europe' is being organized on June 25 and 26 at the Hilton Hotel, London. Inquiries should be addressed to the conference organizers: Independent Trade Missions Limited, 25 Queen Anne's Gate, London, S.W.1 (Tel. 01-930 9267).

Conference on Canadian export opportunities

A 'CANADA NOW' conference at the London Hilton Hotel today (June 11) is being sponsored by British Overseas Airways Corporation in association with Air Canada.

Speakers will include Professor E. P. Neufeld, of the Department of Political Economy at the University of Toronto; Mr. R. M. MacIntosh, deputy general manager of the Bank of Nova Scotia; Mr. C. S. A. Ritchie, High Commissioner for Canada; and Mr. T. E. Rogers, Minister (Commercial) in Ottawa. Conference chairmen will be Viscount Amory and Lord Tweedsmuir.

The conference is the third in a series sponsored by BOAC and organized by Independent Trade Missions. The two other conferences spotlighted Japan and Australia.

Abolition of Jute Wages Council (Great Britain) proposed

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, proposed to take steps to abolish the Jute Wages Council (Great Britain) in response to applications from the Jute Joint Council (Dundee Area) and the Forfar and Kirriemuir Jute and Allied Textiles Joint Council. Notice of her intention appeared in the London and Edinburgh *Gazettes* on June 3.

The Jute Wages Council was originally set up as a Trade Board in 1919 for regulating the wages of certain workers employed in the jute industry, which is almost wholly centred in Scotland and became a Wages Council with the passage of the Wages Councils Act, 1945, continuing by virtue of the Wages Council Act, 1959.

Both the Jute Joint Council (Dundee Area) and the Forfar and Kirriemuir Jute and Allied Textiles Joint Council were set up early in 1968. Each has represented to the Secretary of State that it provides machinery adequate for the effective regulation of remuneration and conditions of employment for workers in the jute industry.

The Secretary of State is satisfied that this is so and considers, therefore, that the statutory wage regulating machinery of a wages council is no longer necessary for this industry.

New factory for Bridgend

THE BOARD OF TRADE are to build a new factory of 70,000 sq. ft. on their Bridgend Industrial Estate for Avon Rubber Co. Ltd. of Melksham, Wilts. Avon Rubber at present occupy a factory of approximately 150,000 sq. ft. at Bridgend where they currently employ about 400 people (300 men) on the production of rubber footwear and remould tyres.

To provide urgently needed facilities to expand production of remould tyres the company require enlarged premises and a new factory of 70,000 sq. ft. is to be erected on a site of seven acres adjoining their existing premises. The company expect that over the next few years further expansion of the premises to over 100,000 sq. ft. will be required and that some 300 jobs will arise; at least 90 per cent for men.

The factory will be built by the Welsh Industrial Estates Corporation on behalf of the Board of Trade who will also be providing the company with financial assistance. Building work will commence later this year and the new factory is expected to be ready for occupation towards the end of 1970.

HRH The Duke of Edinburgh presents Mr. S. Meisner, managing director of Kangol Magnet Ltd., with the award given by the Council of Industrial Design for the Kangol 'Reflex' dual action automatic seat belt, the first-ever CoID Award in the motor car equipment field. The presentation took place aboard the QE2 at Southampton on May 29. A full list of winners of this year's Design Awards, and a survey of the work of the Council of Industrial Design appeared as a supplement to last week's Journal.

HM The Queen toured the Douglasfield Works of Jute Industries Ltd. during her visit to Dundee on May 29. Her Majesty spent over half an hour visiting the works area and meeting representatives of employees and management, ending her tour with a look at an exhibition featuring the JI Group's overseas sales achievements. Picture shows Her Majesty with Mr. Hank Sammis, vice-president of Jute Industries Ltd., of New York Inc.

Northern Ireland Minister's visit to Germany

MR. ROY BRADFORD, Northern Ireland's Minister of Commerce, is to leave Belfast shortly for a week's industrial promotion tour in the Federal Republic of Germany. Mr. Bradford, who is a fluent German speaker, will discuss with leading industrialists the advantages of setting up factories in Northern Ireland. His tour will include visits to the Frankfurt, Düsseldorf, Hanover and Bremen areas.

Work starts on Millom advance factory

THE ENGLISH Industrial Estates Corporation have announced that the Board of Trade had completed negotiations for the purchase of 7¼ acres of land at Devonshire Road, Millom. This site is to be developed by the Estates Corporation, and work will be started immediately by Eden Construction Limited of Carlisle, to whom the contract was recently awarded. As this land is adjacent to a similar area owned by Cumberland County Council a joint scheme of drainage is being planned.

Enginering works consisting of site levelling, drainage, etc., will be carried out prior to the construction of the 15,000 sq. ft. advance factory which was announced for Millom last year. It is anticipated that this project will be completed by early 1970.

Thames Case announces new plant at Abercarn, South Wales

THAMES CASE LIMITED are going ahead with a new £750,000 case plant with an 87 in. corrugator on the Prince of Wales Industrial Estate at Abercarn, South Wales. Abercarn will serve Wales, the West and the West Midlands. Thames Case Limited already have plants at Purfleet, Warrington and Cumbernauld, with associated companies at Harlow and Willesden, N.W.10.

The factory building, initially 90,000 square feet, will be constructed for Thames Case by the Welsh Industrial Estates Corporation on a site covering approximately six acres. Work on the factory is planned to start in July, and it is expected to be in production by the early summer of 1970. At the start some 100 people, mostly men, will be employed but eventually this number will grow to about 300.

HM The Queen seen during her recent visit with HRH The Duke of Edinburgh to Bruce Peebles Industries Ltd., at East Pilton. With the Queen are (left) Mr. G. T. Coughtrie, chairman of Bruce Peebles Industries, and (right) Mr. P. Ross, the Rotating Plant factory superintendent.

Mr. Ian Gray (extreme left), Board of Trade Controller for Wales, at the opening ceremony for the new Thames Case Ltd. plant at Abercarn, South Wales. With Mr. Gray are, from left to right: Mr. Michael J. Howard, managing director, Thames Case Ltd.; Mr. Ifor Davis, Parliamentary Under Secretary of State for Wales; Councillor H. Connolly, chairman of Abercarn UDC; Mr. Medwyn Ormerod, chairman, Thames Case Ltd., and Councillor F. Matthews, chairman of the Development Committee. *(See also previous page.)*

Cramlington firm expands to meet sales demand

THE PENETONE CO. LTD., cleaning chemical manufacturers, whose first premises in the North East were opened two years ago at Bassington Industrial Estate, Cramlington, is shortly to begin building extensions which will double its existing warehouse space. 'These new extensions are being built to house the increasing volume of finished products which the company has to accommodate prior to customer delivery. They are a direct result of the big increase in sales of Penetone products which we have achieved in the United Kingdom and in Europe since we moved to the North East,' said Dr. Montague Josephs, the firm's managing director, recently.

100th injection moulding machine from Ulster factory

THE NORTHERN Ireland Ministry of Commerce has announced that after only 18 months' production the £360,000 West German firm, Stubbe (Northern Ireland) Ltd., has now achieved a break even position and on May 30 they marked the completion of their first 100 injection moulding machines with a works celebration at their 30,000 sq. ft. Government factory in Craigavon, Ulster's New City.

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As Banffshire is part of a Development Area, Board of Trade grants, loans and other incentives are also available.
For detailed information on Banffshire, and what it can offer you, please contact:

The County Development Officer,
Banff County Council,
13 Cluny Square, BUCKIE.
Tel. No. Buckie 3404.

Success in exports has been a feature of the Craigavon plant. Machines have been delivered to customers in West Germany, Scandinavia, Austria, Yugoslavia, Spain, Portugal and Greece. And currently Stubbe have export orders from EFTA countries worth well over £40,000.

Development slogan on letters from Yorkshire

THE FIRST GPO SLOGAN commissioned by the North Riding of Yorkshire County Council to assist its industrial development campaign appears on all letters posted in five North Riding towns from June 2. The slogan 'North Riding Sponsors Development' includes the North Riding Coat of Arms and the telephone number of the industrial development department in County Hall. More than six million impressions will flow during the next 12 months from Post Offices in Northallerton, Richmond, Thirsk, Saltburn and Guisborough.

Application for temporary exemption from import duty

THE BOARD CF TRADE are considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from maunufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this mtaerial, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 25.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	*iso*Butyric anhydride	As in previous column	December 31, 1969	13019

Application for anti-dumping duty on morpholine

THE BOARD OF TRADE give notice that they have received an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1969, of anti-dumping duties on imports of morpholine from the Federal Republic of Germany. The applicants have also asked for the imposition of a provisional charge to duty on imports on the grounds that there would otherwise be a serious risk that substantial quantities of morpholine would be imported into the United Kingdom at dumped prices during the period of a full investigation.

It appears to the Board of Trade, on the facts so far before them, that morpholine is being imported into the United Kingdom at dumped prices, that this is causing material injury to the United Kingdom industry and threatens further material injury and that, in the circumstances of the case, it is expedient to impose a provisional charge to duty. The Board of Trade have accordingly made an Order (The Anti-Dumping (Provisional Charge) Order, 1969) imposing on and from June 6, 1969 a provisional charge to duty of £23 per ton on morpholine originating in the Federal Republic of Germany.

For the purpose of implementing this Order, the Board of Trade have directed that proof of the country of origin shall be furnished to HM Customs and Excise in the case of morpholine exported to the United Kingdom from the Federal Republic of Germany, the Netherlands, Belgium, France, West Berlin, the Soviet Zone of Germany and the Irish Republic.

The Board of Trade are now proceeding to a full investigation into the application. Any representations which interested parties may wish to make in connection with this application should be submitted in writing to Tariff Division, Board of Trade, Room 107, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than June 24, 1969. Such representations in summarized form, and without attribution to the source, may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

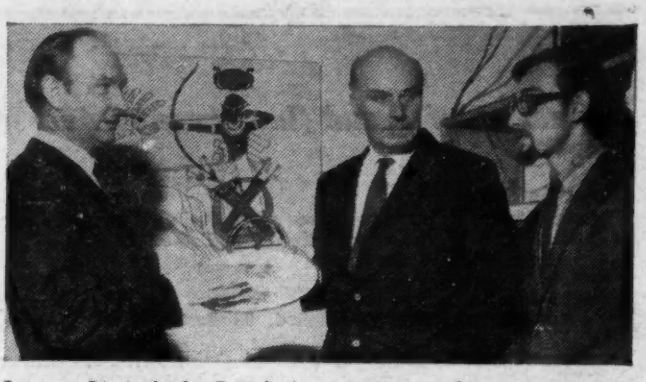
Notes:

This is the second occasion on which the powers to apply a provisional charge to duty, first granted in the Customs Duties (Dumping and Subsidies) Amendment Act, 1968, have been used. (The first occasion was on rape seed originatng in the Soviet Zone of Germany or Poland.)

The Order will remain in force for three months, unless previously extended or revoked or superseded by an Order imposing a definitive anti-dumping duty (which may be made retrospective to the date of imposition of the provisional charge, but not before). The rate of any retrospective duty cannot be higher than the provisional charge.

A provisional charge is not duty as such; but security, normally by cash deposit, will be required by HM Customs for the payment of any retrospective duty which may be imposed.

If an Order imposing a retrospective duty is not made before the provisional charge lapses or is revoked, the security will be returned. If such an Order is made, the security will be set off against the duty. If the period or rate of the retrospective duty is less than that of the provisional charge, the appropriate repayments will be made,



Letraset Limited, the British dry transfer, graphic arts and industrial marking company, recently celebrated its 10th anniversary. The event was marked by the opening of the company's new 80,000 sq. ft. factory at Ashford, Kent, by Mr. Alan Williams, Joint Parliamentary Under-Secretary of State, Department of Economic Affairs (who deputized in the unavoidable absence of Lord Brown, Minister of State, Board of Trade). The picture shows Mr. Alan Williams (left), and Mr. J. C. C. Davies, chairman of Letraset, discussing ceramics designs with Mr. Tony Sharp, supervisor of the Graphics Design Department.

Resale Prices Act 1964: Ninth list of exempted goods issued

THE REGISTRAR of Restrictive Trading Agreements has issued the ninth list of classes of goods in respect of which the Restrictive Practices Court has refused to make an order directing that they shall be exempted goods for the purposes of the Act (i.e. goods exempted from the ban on resale price maintenance). The list is being published in full in the London, Edinburgh and Belfast Gazettes.

The purpose of the list is to show that certain classes of goods have, from the dates specified therein, no longer been exempt from the provisions of Sections 1 to 4 of the Act notwithstanding the fact that they appeared in (or were included in wider classes appearing in) the Registrar's Lists of classes of registered goods. Goods falling in any of these classes therefore ceased, as from the specified dates, to be exempt from the ban on maintenance of minimum resale prices.

The list, although required by the provisions of the Act, is purely informative; the changes in the position of the goods under the Act came into force with the court's declarations.

The list comprises all classes of goods in respect of which the Court made declarations between August 1, 1968 and May 31, 1969.

Notes:

The Resale Prices Act 1964 provides for a ban on the maintenance of minimum resale prices and of measures to enforce them, but also makes provision for exemption from the ban to be granted by Order of the Restrictive Practices Court. Suppliers who wished to continue maintaining minimum resale prices were required to register their goods between August and November, 1964, and all goods so registered are regarded as exempt until such time as the Court makes a declaration in respect of them. The Registrar has published eight lists of classes of registered goods; all the classes appearing therein have been referred to the Court.

The Court has so far made one exemption order (books and related goods) and has made declarations refusing to make Orders in respect of all the other classes of registered goods except those within the following references, which remain to be decided: Gramophone Records (hearing October, 1969); Medicaments and related goods (hearing not yet fixed).

The classes of goods covered by the declarations made up to July 31, 1968, were included in lists published on January 13, 1967, May 19, 1967, August 10, 1967, January 12, 1968, May 3, 1968 and August 2, 1968.

RESALE PRICES ACT 1964: List No. 9 of classes of goods the subject of declarations by the Restrictive Practices Court under Section 5.

The Registrar of Restrictive Trading Agreements in pursuance of subsection (5) of Section 6 of the Resale Prices Act, 1964, hereby publishes the following list of classes of goods in respect of which the Restrictive Practices Court has refused to make an order directing that they shall be exempted goods for the purposes of the Act.

In this list 'the Brussels Nomenclature' means the Convention on Nomenclature for the Classification of Goods in Customs Tariffs (Cmnd. 1070).

This list includes all classes of goods in respect of which the Court made declarations between August 1, 1968 and May 31, 1969.

Registered goods not exempted from the ban on maintenance of minimum resale prices	Date of declaration by the Restrictive Practices Court
Manufactured tobacco (including cigars and cigarettes) excluding cigars and cheroots of a weight exceeding 7½ oz. per hundred and snuff; within heading 24.02 of the Brussels Nomenclature	21 October, 1968
Bags, cases and other containers, of leather, composition leather, vulcanized fibre, artificial plastic sheeting, paperboard or textile fabric, the following: Pochettes for smokers' mechanical lighters, within heading 42.02 of the Brussels Nomenclature.	20 May, 1969
Diaries; and diaries and address books sold in matched sets; each within heading 48.18 of the Brussels Nomenclature	10 March, 1969
Men's and boys' shirts of knitted or woven fabrics of silk, cotton, wool, man-made fibres or any mixture of these, within headings 60.04 or 61.03 of the Brussels Nomenclature	20 January, 1969
Men's topcoats and men's raincoats, within headings 60.05 or 61.01 of the Brussels Nomenclature	20 January, 1969
Women's coats, suits, dresses, skirts and slacks (including ensembles consisting of any two of the foregoing), within headings 60.05 or 61.02 of the Brussels Nomenclature	20 January, 1969
Detachable linings for men's topcoats and raincoats, within heading 61.11 of the Brussels Nomenclature	20 January, 1969
Women's hats and other women's headgear of textile (including knitted) or plaited materials; men's caps and berets of textile (including knitted) materials; knitted headgear for infants and children; all within headings 65.03, 65.04 or 65.05 of the Brussels Nomenclature	20 January, 1969
Smokers' mechanical lighters (including such lighters combined with cigarette cases); parts thereof; flints and wicks therefor; wick inserters and wire brushes for use therewith; fuel prepared for smokers' mechanical lighters and imitation candles; within headings 98.10, 27.10, 29.01, 36.07, 36.08, 59.14, 70.20, 82.04 or 96.02 of the Brussels Nomenclature; desk sets comprising smokers' mechanical lighters with other articles falling within any heading of the Brussels Nomenclature	20 May, 1969

RUPERT SICH,

Registrar of Restrictive Trading Agreements,

June 5, 1969.

Prevention of Fraud (Investments) Act 1958

Dealers in Securities

THE FOLLOWING changes have taken place during May in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Additions

Manufacturers Hanover Limited, 88 Brook Street, London, W.1

Roberts & Bentley Securities Limited, Queen's House, Leicester Place, Leicester Square, London, W.C.2

Trendex & Co. Pty. Limited, 138/139 Finsbury Court, Finsbury Pavement, London, E.C.2

Authorized unit trust schemes

THE following amendments have taken place in the list of unit trust scheme authorized under Section 17 of the Act and published in Part V of the 1969 Particulars of Dealers and of Unit Trusts.

Additions

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Tyndall Managers Limited, 18 Canynge Road, Bristol 8	Tyndall National and Commercial Capital Fund	The Royal Bank of Scotland, P.O. Box 51, St. Andrew Square, Edinburgh 2.
Tyndall Managers Limited, 18 Canynge Road, Bristol 8	Tyndall National and Commercial Income Fund	The Royal Bank of Scotland, P.O. Box 51, St. Andrew Square, Edinburgh 2.
Janus Securities Limited, Blomfield House, 85 London Wall, London, E.C.2.	Janus Income Fund	The Royal Bank of Scotland, P.O. Box 51, St. Andrew Square, Edinburgh 2.
M & G Securities Limited, Lee House, London Wall, E.C.3.	The M & G Recovery Fund	Barclays Bank Limited, 54 Lombard Street, London, E.C.3.
Cavalier Securities Limited, 1 Broad Street Place, London, E.C.2.	Cavalier Income Fund	The Royal Bank of Scotland, P.O. Box 51, St. Andrew Square, Edinburgh 2.

Changes

The name of Municipal and General Securities Co. Limited has been changed to M & G Securities Limited.

Purchase tax on children's tights and pantie-hose

AFTER CONSULTATION with the national trade associations concerned, the Commissioners of Customs and Excise have decided to amend item G.18 of the Schedule to Notice No. 78A as follows, *with effect from June 9, 1969*:

Girls' garments

Garment	Measurement of garment not to exceed	Method of measurement
G.18 Tights and panti-hose:		
(a) heavyweight, being opaque and close knit in plain and/or straight ribbed stitches, whether or not a pattern is thereby produced. The yarn used must not be finer than 70 denier.	23 in. waist-crutch-waist	Panel by panel, from the top centre front of the garment through the centre of the crutch to the top centre back.
	38 in. waist to toe	From the top of the waistband at the side, straight down to the toe, the heel being folded flat, where necessary.
(b) lightweight, being opaque and knitted in micromesh, run resist or plain knit construction. The yarn used must not be finer than 40 denier.	20 in. waist-crutch-waist	Panel by panel, from the top centre front of the garment through the centre of the crutch to the top centre back.
	33 in. waist to toe	From the top of the waistband at the side, straight down to the toe, the heel being folded flat, where necessary.

NBPI report on prices of toilet preparations

THE REPORT of the National Board of Prices and Incomes on manufacturers' prices of toilet preparations was submitted to the First Secretary of State and the President of the Board of Trade on June 3. The Board has concluded that, while profits have fallen from 1965 to 1968, 'they remain high enough to enable manufacturers generally to absorb some further cost increases, without increasing prices, unless circumstances change radically'. The Government accepts this conclusion, and will keep under review the extent to which the industry applies it.

BSI 1969 Standards conference on metrication

THE BRITISH Standards Institution announce that the BSI Standards Conference for 1969 will have the theme 'Face to face with metrication.' Lord Ritchie-Calder, Lord Blackett, Mr. Eric Lubbock, Mr. Whitehorn, Deputy Director-General of CBI, and senior executives of large industrial concerns will attend. The Institute states that talks and discussion points have been chosen to highlight the fact that the time for general national appraisal is over and the era of detailed planning and execution is now with us. The conference is designed to stimulate and offer practical guidance to those faced with making the change in their own organization. The final session, in particular, will under Lord Blackett, indicate new tools which developments in electronics will make available to management.

The conference, to take place at the Imperial College on September 22 and 23, is organized by the Standards Associates section of BSI.

The conference fee is £12 (£11 for members of the Standards Associates Section) to include luncheon on both days and an evening reception. Further particulars can be obtained from Miss Snashall, BSI, 2 Park Street, London, W.1.

BSI metric converter for home and office

THE BRITISH STANDARDS Institution is marketing a new simple metric converter for general domestic or office use. Metric and imperial equivalents are presented on a white slide, viewed through adjacent windows in the coloured plastics envelope. Units in constant use – length, weight, volume and area – are covered.

For two years BSI has marketed a more elaborate slide for industrial use, giving precise conversions for a much wider range of units, but the new converter is particularly designed for general use to meet the growing need for a simple pocket or handbag converter as metrication gets under-way.

The BSI Readimetric Converter may be obtained from the BSI Sales Branch at 101/113 Pentonville Road, London, N.1. Price 12s. 6d. (plus 2s. postage to non-subscribers). A discount of 10 per cent is offered on orders for 500 and over. Later this year the converter will be on sale through stationers under an exclusive retailing agreement with the manufacturers, Blundell Harling Ltd.

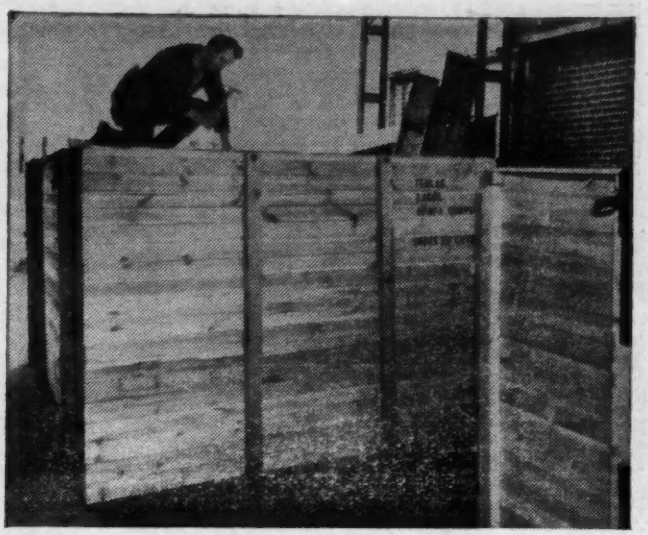
Ferrous wire industry's metrication plan

THE INSTITUTE of Iron and Steel Wire Manufacturers has announced a programme for the industry's conversion to metric wire sizes and mechanical properties, and has issued an open invitation for the co-operation of all user interests in making the smoothest possible transition over the minimum practicable time.

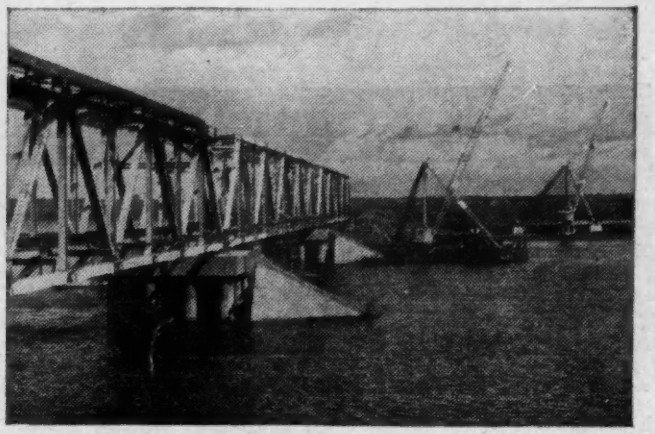
Publications providing full technical data in metric standards will be available later in the year from the Institute of Iron and Steel Wire Manufacturers, at Rodwell Tower, Piccadilly, Manchester, M1 2HK.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 134 Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1, 7-11 Linenhall St., Belfast 1; or through any bookseller.



Packing incubators at the Refrigeration Division of Secura Ltd. at Carlisle. These cases are for shipment to Lagos, and comprise incubator capacity of some 38,400 eggs. With Secura Incubators already supplied to Lagos, this will represent a total capacity of 92,160 eggs in the Lagos Hatchery.



Special precautions had to be taken by British engineers to deal with huge floating islands of 'sudd', a papyrus-type grass, when they spanned the Nile with a new £1 million steel bridge at Pakwach, near Murchison Falls. Three 260ft high tensile steel spans, designed and made in Britain, and supported on two piers, now join the banks of the Nile and the bridge will be completed in July. It has been built by the Mowlem Construction Company to the design of the London firm of Coode and Partners, and Dorman Long provided the steelwork which was fabricated by the Cleveland Bridge and Engineering Company Limited. The steel casing for the piles and reinforcement was also shipped round the Cape from the United Kingdom.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified:

Number	Grantee	Subject-Matter
	May 10	
827,822	Standard Telephones & Cables Ltd.	Character recognition equipment.
852,863	Standard Telephones & Cables Ltd.	Arrangements for controlling noise in electric communication systems.
874,882	Standard Telephones & Cables Ltd.	Thermistors.
899,234	Standard Telephones & Cables Ltd.	Optical combining arrangements.
933,978	Standard Telephones & Cables Ltd.	Load sharing arrangement for rectifier circuits.
950,739	Standard Telephones & Cables Ltd.	Data transmission systems.
950,988	Standard Telephones & Cables Ltd.	Metering equipment using magnetic drum.
975,573	Standard Telephones & Cables Ltd.	Semiconductor devices.
981,455	Standard Telephones & Cables Ltd.	Doppler radar system.
998,386	Standard Telephones & Cables Ltd.	Method of producing electrical semiconductor devices.
1,010,111	Standard Telephones & Cables Ltd.	Vapour deposition of metallic films.
1,025,406	Standard Telephones & Cables Ltd.	Sealed magnetic contact unit.
1,033,688	Societa' Italiana Resine S.p.A.	Method of manufacturing styrene by catalytic dehydrogenation of ethylbenzene.
1,040,137	Standard Telephones & Cables Ltd.	Method of producing electrical capacitors with semiconducting layer.
1,070,373	Richard Schachenmeier	Atmospheric humidity measuring apparatus.
1,087,889	Societa' Italiana Resine S.p.A.	Process for producing alkylaryl sulphonic acids and sulphonates.
1,111,943	Nagynyomasu Kiserleti Intezet	Process for the dehydration of organic liquids.
	May 15	
1,032,264	Gevaert Photo-Producten N.V.	Development of electrostatic images.
1,043,477	Glaverbel	Glass manufacturing furnace and process.
1,062,073	Gevaert Photo-Producten N.V.	Method and apparatus for removing liquid from webs.
1,068,472	Gevaert Photo-Producten N.V.	Development of electrostatic images.
1,068,473	Gevaert Photo-Producten N.V.	Development of electrostatic images.
1,111,871	Nyegaard & Co. A/S	Cofactor U and a process for its production.
	May 16	
910,275	Standard Telephones & Cables Ltd.	Method of manufacturing a cavity-insulated electric cable.
972,839	Standard Telephones & Cables Ltd.	Tunnel diode for very high frequencies.
984,261	Rudolf Jan Mickler	Apparatus for moving display objects.
1,000,166	Alvan Bennett Blanch	Improvements relating to manure tanker.
1,005,635	Institut National de l'Industrie charbonniere	Rapid carbonization of solid fuels.
1,011,104	Bronswerk-Fijenoord N.V.	Heat exchanger having heat or cold accumulating elements.
1,068,083	Philippe Gold-Aubert, Diran Melkonian and Roland-Yves Mauverney.	Δ^3-1.2.4-triazolone-(5) derivatives.
1,121,998	Lumalampan AB	Lamp holders.
1,124,879	Schenley Industries, Inc.	Method and apparatus for manufacturing glass bottles.
1,133,838	Lumalampan Aktiebolag	Cartons.
	May 19	
975,146	A.S.W. Apparatenfabriek N.V.	Process for brazing copper to aluminium.
991,646	Peter Ian Wilkinson	Electro magnetic radiation sensing devices
1,002,468	Ateliers Heuze Malcuez & Simon Reunis Societe Anonyme.	Improved tilt device for ingot moulds.
1,010,403	Societe pour l'Exploitation des Procedes AB-der Halden	Bubble tray assembly for gas-liquid contact towers and a tower including said assembly.
1,014,794	Brown, Boveri & Company Limited.	An electromagnetic relay in a rectifier comparator circuit.
1,016,126	Brown, Boveri & Company Limited	Overload protective equipment.
1,016,812	Kleiewefers G.m.b.H.	A bowl for mangles and like textile machines.
1,017,916	Brown, Boveri & Company Limited	On-load tap changers for transformers.
1,033,103	Societe Anonyme Francaise du Ferodo	Flexible strips.
1,047,249	Ateliers Heuze, Malevez & Simon Reunis Societe Anonyme	Control mechanism for goggle valves.
1,065,600	Societe Civile Anguil	Process of preparing 1-(2-oxo-1-pyrrolidino) 4-(1-pyrrolidino)-but 2-yne the new salts of this compound and therapeutic composition containing these compounds.
1,082,119	Mark Visceglia, Inc.	Improvements in gravity type angle indicator for booms of cranes.
1,091,705	Gevaert Photo-Producten N.V.	Improved photographic development process.
1,104,342	Tate & Lyle Limited	Purification of sugar.
1,132,382	Harry Marsh Thompson	Chimney cap, adjustable self-aligning, remotely and instantly fitted and weight located.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller

Patent Office.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list is given in the March 28 issue of the Board of Trade Journal.

Aviation and Shipping

Mr. Rodgers at Commonwealth Air Transport Council meeting

THE SEVENTH meeting of the Commonwealth Air Transport Council began in London on June 3. The opening address was made by Mr. William Rodgers, Minister of State, Board of Trade, who said that the meeting was very much a response to the request by members when they last met in 1966 that there should be a special meeting as soon as operational data on Concorde became available. That time had now arrived. Two Concordes had now flown. The flight development programme was well under way. Many problems had been overcome, and the early flight test results were promising. But much remained to be done, for the whole emphasis was directed towards really safe and efficient supersonic operation from the start. Many people in this country and elsewhere were anxious about the noise Concorde might make, though the Concorde's design was such that it should be no noisier than existing subsonic aircraft. One of the papers would consider Concorde's noise characteristic. Further careful study was being made during the flight trials.

'At some future council meeting,' continued Mr. Rodgers, 'we may find supersonic travel as much a part of the aviation field as jet travel is today, and at about that time it is possible that we shall also be on the point of operating short-haul inter-city services on an extensive scale, using VTOL and STOL. Both SST and inter-city and VTOL STOL aircraft have the objective of saving the traveller's time, in the one case in the air and in the other case on the ground. There can be little doubt that, as in the past, many people will be prepared to pay something extra to fly in an aircraft which cuts the present journey time in half.

'On the inter-city VTOL and STOL there are many problems to be faced before a completely new air and ground system can be introduced. A start has been made on the studying of these problems both in the United Kingdom and in the United States. There are problems of finding suitable sites not too far from city centres, problems of ground access and of air traffic control, and of safe operation in all weather conditions.

'There is also noise. In addition there is a need to assess the future attraction of such systems compared with the improved surface transport systems and conventional air transport. Overall investment decisions in the transport field must be wisely made.

'Then there is the possibility of reducing congestion by the use of auxiliary VTOL and STOL runways at major airports. Finally, there is the major question of finding the best type of aircraft design from the many different concepts now being studied by manufacturers. Preparatory work is going ahead in all these areas. By the time of our next meeting, it is likely that inter-city VTOL and STOL will figure quite largely on the agenda.

'These and related problems have been examined as far as the United Kingdom is concerned by Sir Ronald Edwards and his colleagues in a formidable report. The Government hopes shortly to be able to announce its preliminary view of the report and then to proceed as quickly as possible to implement the necessary decisions; but let no-one underestimate the complexity of the matters involved.

'One of the real difficulties of governments is the pace of change on the one hand and the lengthening of the time scale of planning on the other. Decisions have to be made now about a future which will be considerably different by the time it has become the present. All this must be done against an international background which involves both close co-operation, as this conference shows, and competition which is sometimes fierce. For Governments and for administrators, aviation is certainly a world in which you must run in order to stand still.

'In all this the interests of the air traveller are paramount. We recognize the need to go on improving the machinery for dealing with passengers and their baggage if the gains offered by the new generation of aircraft are not to be lost.

'The British Government – and I know we are not alone in this – has actively encouraged consultation between its own departments, airport owners, users and local bodies. On one important front, as an example, very large sums are already committed to improving or building new terminal facilities at major airports.'

Mr. William Rodgers, Minister of State, Board of Trade (standing) speaking at the opening plenary session of the seventh meeting of the Commonwealth Air Transport Council. On Mr. Rodgers' right is Mr. A. L. Adu, Deputy Secretary-General, Commonwealth Secretariat, and on his left, Air Marshal Sir Christopher Hartley, Controller of Aircraft, Ministry of Technology, and Monsieur Mognard, Ingénier en Chef, Chargé de Mission Concorde.

United Kingdom signs OECD agreement on export credit for ships

AN INTERNATIONAL export credit Understanding for ships was announced by the OECD Council in Paris on June 4. It comes into effect on July 1.

The Understanding consists of three main limitations to the terms of officially supported credit for the export of ships.

Its effect will be to set a minimum down payment, before the ship is delivered, of 20 per cent of the contract price; limit to eight years after delivery the period over which credit can be offered; and fix a minimum interest rate of 6 per cent net of charges on the sum outstanding after delivery.

The Understanding restrains credit competition and will increase the balance of payments benefit from Britain's export of ships. It is regarded by the British Government as a first step towards reaching a wider agreement on the progressive reduction of other forms of assistance applied specifically to the shipbuilding industry throughout the world. The United Kingdom is adhering to the Understanding subject to two reservations:

The Understanding will reduce the length of credit offered by the United Kingdom for the export of ships, since the United Kingdom has in the past offered up to 10 years' credit for ships with a contract value of £1 million or more. It has been agreed that the United Kingdom will have the right to consider offering 10 years' credit in cases where genuine competitive conditions do not exist. Such cases have been defined to be those in which United Kingdom shipbuilders face competition with countries which substantially aid their industry by direct subsidies or in respect of their home markets with countries whose system of home credit ensures that new buildings for their home fleet are built in home shipyards. The United Kingdom has indicated that its attitude to the use of this right will be influenced by the progress towards the elimina-

Mr. Richard Marsh (left) Minister of Transport, visited the Blue Funnel export berths at South Vittoria Dock, Birkenhead, on May 30, during his tour of Merseyside docks. The Minister is seen here with (left to right): Mr. R. S. F. Edwards, general manager of the Mersey Docks and Harbour Board; Mr. R. H. Hobhouse, managing director of Blue Funnel Line; and Captain W. E. Wakeham, area manager, Ocean Port Services.

The P & O Group's first ship to go metric is seen here before her maiden voyage on June 5 to Arabian and Iranian ports. She is the 13,800 dwt. cargo liner 'Tabaristan' which was built by Swan Hunter Shipbuilders Ltd. (Readhead Division), and delivered to Group member Strick Line, on May 7 – seven weeks ahead of schedule. 'Tabaristan's' draft readings on the bow and stern are given in metres as well as in feet to prepare the ship's personnel for the metric changeover which comes into force in 1971.

tion of other forms of assistance enjoyed by its competitors which are obstacles to normal competition.

Secondly the United Kingdom has made it clear that in the United Kingdom export credit for ships, in common with most other export credit, is financed by the banking system and that it can at present achieve a minimum interest rate of 6 per cent only on a gross basis – i.e. if finance and insurance charges are added to the fixed rate of interest for export credit, at present 5½ per cent.

It also provides that Government aid to developing countries must not be used to circumvent the Understanding but exceptionally any Government participating in the Understanding which wishes for genuine aid reasons to concede more favourable terms in a particular case is not precluded from doing so, provided it gives six weeks' notice of its decision to all parties in the Understanding so that other countries can match those terms if they so wish.

All the main West European shipbuilding countries and Japan are adhering to the Understanding with various qualifications.

Marine enquiry

THE BOARD OF TRADE have directed that a public formal investigation shall be held into the circumstances attending the loss of s.t. 'James Barrie' (ON 183382) at Hoxa Head, South Ronaldsay, on March 29, 1969.

A further announcement will be made when the date and place of the hearing have been decided.

BOAC pilots' pay referred to NBPI

IT WAS ANNOUNCED on May 15 that the Government proposed to refer to the National Board for Prices and Incomes the implications for productivity and for future negotiations of the recent agreement between British Overseas Airways Corporation and the British Air Line Pilots' Association.

The Department of Employment and Productivity announced on June 3 that the consultations about the reference have been completed and the reference has now been made.

The text of the reference is as follows:

PRICES AND INCOMES ACT 1966: REFERENCE TO THE NATIONAL BOARD FOR PRICES AND INCOMES Pay of Pilots Employed by the British Overseas Airways Corporation

On April 5, 1969, an agreement was reached between British Overseas Airways Corporation and the British Air Line Pilots' Association on the pay of pilots employed by the Corporation. The agreement provides inter alia for a minimum guarantee to operate from April 1, 1969 and a bid-line system of pay to be introduced by October 31, 1969. The provision for a minimum guarantee has been implemented from April 1, 1969 and the rules of the bid-line system have still to be determined by the parties.

The First Secretary of State and Secretary of State for Employment and Productivity and the Board of Trade acting jointly in pursuance of their powers under Section 2(1) of the Prices and Incomes Act 1966, hereby refer to the National Board for Prices and Incomes for examination and report:

(a) the question of the productivity implications of the agreement reached between British Overseas Airways Corporation and the British Air Line Pilots' Association on April 5 and the extent to which increased productivity and savings will offset increased costs; and

(b) the implications of the agreement for future negotiation between the Corporation and the Association with particular reference to a reduction in the number of pilots in certain aircraft crews from three to two and the pay and conditions of employment of pilots who are to fly the Boeing 747.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page 888 of March 28 issue.)*

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Store	Location	Auctioneers
June 24 and 25	Technical, industrial and miscellaneous stores	Regional Depot, RAOC, Hereford.	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432 4346).

Fork lift trucks; Meadows and other generators; cabins; Crossley trailers; charging sets; storage tanks (500 barrel size); water pumps; tyres; jacks; chain saws; flexible drive shafts; petrol and diesel engines; chain blocks; ventilating vans; corrugated iron sheets; metal pallets; stretchers; portable and other rectifiers; Racal, Eddystone, Hammarlund and other radio receivers; R209 reception sets; EMI and Ferrograph tape recorders; oscillographs; supply units; electronic valves; cable; sisal cordage; hurricane lamps; wooden packing cases; aircraft brake units; friction plates; fuel pumps; voltage regulators; seats and other spares and equipment; wireless, M.T. and signal spares; binoculars; watches; theodolites; prismatic and other compasses; periscopic sights and binoculars; Mikroma and other cameras; film; bromide paper and photograph equipment; blankets; greatcoats; ankle boots; kit bags; vests; B.D. blouses and trousers; combat trousers; leather jerkins; ground sheets; airmen's caps; raincoats and other clothing; web haversacks; packs and straps; canvas holdalls; Windsor and other chairs; drop-leaf and other tables; wardrobes; filing cabinets; miscellaneous furniture and crockery and large selection of miscellaneous stores.

June 24 to 27	Vehicles, heavy lifting and roadmaking equipment	Ordnance Storage & Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Land Rovers; saloons; estate cars; trailers; tractors; trucks; coaches; angledozers; cranes; commercial vans; scrapers; breakdown and heavy duty vehicles; hydraulic tippers; graders; plant and equipment, etc.

July 2	Miscellaneous stores	T.A. and V.R. Centre, Meadowforth Road, Stirling	Dixon & Wallace, Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. 041-554 2447).

Canvas; rubbers; rags; canvas sheeting and tentage; webbing; leather; cordage; blankets; ankle boots and shoes; greatcoats; blue serge and denim trousers and blouses; mattresses; sheets; shirts; angola shirts; bolster cases; shorts; jumpers; drawers; towels; carpets; kilts; overalls; canvas haversacks; kit bags and packs; kitchen utensils; cutlery; earthenware and glassware; butcher's kits; miscellaneous office and canteen furniture; stacking chairs; wooden folding chairs; tables and table tops; steel safes; binoculars; telescopes; wrist and stop watches; electrical, radar and radio equipment; electronic valves; aircraft spares; American engine spares; electrical test sets; cable; telephone and wireless equipment; hurricane and pressure lamps; hand tools; ferrous and non-ferrous scrap; pneumatic drills; hydraulic and trolley jacks; M.T. spares; centrifugal pumps; hot and cold air plants; copper mixing tanks; monotype and vacuum pumps; barometric condensers; cooking ranges and boilers; water tanks; storage tanks; steam cabinets; Winget concrete mixers (diesel); Mercury industrial tractor; Austin J.4 van; driving plant (diesel engine); air compressor sets; machine tools including, horizontal boring machine; surface grinders shaping machines; Speedivac high vacuum pump; centre and other lathes; vertical milling and drilling machines; pneumatic hammer, etc.

July 9	Miscellaneous stores	County Hall, Botchergate, Carlisle	Harrison & Herrington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. 26292).

Aircraft instruments and spares including, auto-pilot gyro units; signal generators; selector units; fuel tanks; telephone sets and equipment; signalling units; recording equipment; teleprinter paper; radio receivers; power units Type 814; oscilloscopes; electronic valves; electrical equipment; aircraft clocks; stop and pocket watches; binoculars; micrometers; wheeled hand trolleys; priming paint, distemper, varnish and protective lacquer; machine tools including, portable electric drills; riveters; pneumatic drills; electric portable jigsaws; refacing machines; Morrisflex flexible drives; bench grinders; portable sanding machines, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

By Order of the Secretary of State for Defence

FOR SALE at former RAF Station, WICK, STEEL FRAMED HANGAR (approximately 300 ft. by 150 ft.). To be removed and demolished off-site. Tenders returnable 27th June, 1969. General Conditions of sale and specification from: Superintending Defence Land Agent, Scotland, Ministry of Defence, Lands Office, Donibristle Industrial Estate, Hillend, Dunfermline. (Tel. Inverkeithing 3511).

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance

Price **8s. 6d.** (*by post* 9*s.* 4*d.*). Annual Subscription **£5 12s.** including postage and a copy of the Definitions of items and units employed in the Digest,

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

New Books

Computer-Aided Design Committee: First Annual Report 1967-1968. (94 pages. Available from Ministry of Technology, Room 310, Dean Bradley House, Horseferry Road, London SW1.) Management in the engineering industry must be made more aware of the commercial advantages of computer-aided design techniques. This is one of the recommendations in the first annual report of the Ministry of Technology's Computer-Aided Design Committee, which was set up in July 1967, under the chairmanship of Mr. F. D. Penny, Director of the National Engineering Laboratory, to advise the Minister on the best means of making use of the computer as a design tool. At present, it is in the pipework engineering field that a computer-aided system offers one of the best prospects of immediate savings; but the Committee found that the civil engineering and structural design of chemical and petroleum plants also provides wide scope for new applications. The report draws attention to a statement by users that the cost of producing piping drawings can be cut by about two-thirds. Other stated advantages are that the time spent on design can be cut by up to 75 per cent, that modifications can be dealt with more rapidly and that final drawings can be prepared at a later stage and therefore be more accurate. Effective computer programmes are available for pipework detailing but the Committee feels that they should be more widely known throughout the chemical contracting industry. Also, in existence, is a comprehensive suite of programmes for pipework stress calculations; this is available as part of a bureau service. The Committee recognizes the demands likely to be made on communications facilities as a result of developments in computer-aided design and thinks it is possible that investment in communications systems may well exceed that required in computers if the new design techniques are to become widely available. A novel idea, recommended by the Committee, is that some form of programme broker service is required which would put the engineering designer in touch with an organization that had a programme to suit his needs, in much the same way as an insurance broker operates in his field.

Report on the Reconnaissance Visit to the United Arab Republic. (4 pages. London Chamber of Commerce, 69 Cannon Street, London EC4. 5s.) The main purpose of this visit was to establish that the difficulties of trading with the UAR are not overwhelming and that Britain should obtain a larger share of this market. The UAR has some £150 million of convertible foreign currency to spend annually. Obtaining more of this for British exports and finding ways and means of increasing UAR's earnings of convertible currency were matters which received special attention. The delegation from the London Chamber of Commerce was the first to visit the UAR from Britain for many years.

Trade in West Germany. (46 pages. National Chamber of Trade, Enterprise House, 3 Hyde Park Place, London W2. 5s.) The results of a fact-finding mission undertaken by the National Chamber of Trade to the Federal Republic of Germany in November 1968 are highlighted in this report. The main purpose of the mission was to study the organizations and practices in the German distributive trades an services, to compare them with their British counterpart, and to see if any aspects of the former could be beneficially incorporated into British distributive trades and services. The National Chamber of Trade also analyzed the effect of the Common Market on the trade of member countries. The mission examined various factors which affect trading in the Federal Republic, such as legislation, taxation, insurance and patterns of trade. These are described in detail in the report. The structure and functions of the various Chambers of Commerce and Trade Associations are also described. A brief comment on the Common Market and the effect of the EEC on trade unions is also included. The main conclusion reached by the mission was that the Germans believe that the maximum benefit of the Common Market could easily be realized if Britain enters the Common Market.

Relocation of Office Staff: A Study of the Reactions of Office Staff Decentralized to Ashford, by S. J. Carey. *Research Paper no.* 4. (64 pages. Location of Offices Bureau, 27 Chancery Lane, London WC2. 10s.) The object of this survey was to study the effects of relocating office personnel and their families from a Central London site to an office building in Ashford, Kent, 60 miles from London. The author studied the effects of this move on housing, journey to work, cost of living, social contacts, jobs and especially the effect of moving on employees' wives and families. The main conclusion reached by the author was that the move had been welcomed in the majority of cases, although the inevitable disruption of family and friendship ties had caused some unhappiness. The principal benefits were better housing, a shorter working day through less travel and easy access to the countryside and the sea. Copies of the questionnaires used in the survey and additional tables are included in the appendices.

Farming in Britain Today, by J. G. S. and Frances Donaldson in association with Derek Barber. (340 pages. Allen Lane, The Penguin Press. £3 10s.) This is a comprehensive account of British agriculture. *Farming in Britain Today* is aimed at the general reader and the farmer. It examines in detail not merely current practice at farm level but the need for and effect of Government control and subsidy, the facilities for education, research and credit, the development and importance of such bodies as the farming unions and the Marketing Boards, the questions of land use and land values including urban use and forestry, the problems of hill land and small farms. A section is devoted to farming in the Common Market and the likely effect of Britain's entry into it. The book concludes with a discussion of the future of farming and the countryside, and the role of agriculture in the social, political and economic life of the country.

Renold Limited 1956-1967, by Basil H. Tripp. (188 pages. George Allen & Unwin. £2 5s.) This publication contains a history of the Renold Company during the past 11 years, and an account of the company's present-day structure. The book describes in some detail a modern, international (but British) technical product company at the opening of the computer age, and places it in the setting of changing technology and new management concepts characteristic of our era.

Other Publications

COMMERCE AND INDUSTRY IN THE NETHERLANDS; A BASE FOR BUSINESS OPERATIONS IN EUROPE. 2nd edition. 57 pages. Available from Amsterdam-Rotterdam Bank, Commercial and Industrial Promotion Department, 595 Herengracht, Amsterdam or Amsterdam-Rotterdam Bank, Commercial and Industrial Promotion Department, 119 Coolsingel, Rotterdam.

HOW TO MANAGE COMPUTERS FOR RESULTS, by Professor D. N. Chorafas. 148 pages. Gee & Co. (Publishers) Ltd. £2.

PHILLIPS' PAPER TRADE DIRECTORY OF THE WORLD 1969. 768 pages. S. C. Phillips & Co. Ltd., Alliance House, 50-51 Fetter Lane, London EC4. £4 4s.

PHOTON-SET NEWSPAPERS: A TECHNICAL REPORT FOLLOWING VISITS TO SIX AMERICAN PHOTOTYPESET NEWSPAPERS, by Brian Mulholland. 35 pages. Available from Crosfield Electronics Ltd., 766 Holloway Road, London N19.

PRACTICAL ENGLISH: ENGLISH FOR O.N.C. STUDENTS, by F. Leonard. 266 pages. Macdonald & Evans Ltd. 25s.

PROCEEDINGS: CONFERENCE ON BRITISH STANDARD 9000 SERIES OF SPECIFICATIONS, EASTBOURNE 6 & 7th MARCH 1969. 53 pages. The British Electrical & Allied Manufacturers' Association, 8 Leicester Street, Leicester Square, London WC2. £1 10s.

SIX PAPERS ON THE SIZE DISTRIBUTION OF WEALTH AND INCOME, edited by Lee Soltow. *Studies in Income & Wealth No.* 33, 264 pages. Published by the National Bureau of Economic Research. Distributed by Columbia University Press. £4 10s.

STARTING A BUSINESS IN BRITAIN. 158 pages. Available free from Martins Bank.

WORLD TOBACCO DIRECTORY. 20th ed. 1969. World Tobacco Directory, 17-19 John Adam Street, London WC2. 276 pages £7 10s.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37s. 6d. (*by post* 39s.)

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HMSO

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:–

.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index Value in base year, £m.	1963 26,796	1958	1963 21,788	1963 20,195	1963 20,195	1966 11,372	1963 4,917	1963 1,055	1963 1,020	1963 944	1963 1,752	Series shown in £ million			
1964	105	128	107	107	103	..	116	113	119	124	113	665	411	91	50
1965	108	132	115	114	105	..	121	124	118	127	119	418	262	49	45
1966	110	133	121	120	107	100	124	128	113	128	125	247	147	19	6
1967	111	133	125	126	109	101	132	124	121	138	143	155	–39	10	11
1968	114	139	133	134	112	104	137	125	134	147	143	191	–21	71	95
1967															
1st quarter	112	132	122	123	107	100	129	124	118	133	138	84	26	–2	15
2nd quarter	111	133	124	124	108	100	135	131	127	139	141	43	–10	1	15
3rd quarter	111	133	127	126	110	102	134	122	120	143	147	–40	–25	–10	–21
4th quarter	111	135	128	129	112	104	132	120	119	139	146	68	–30	22	2
1968															
1st quarter	114	137	131	134	115	106	137	120	131	145	149	–68	–100	6	49
2nd quarter	112	138	133	130	108	102	134	120	125	150	141	65	24	22	1
3rd quarter	114	140	134	134	111	103	136	125	134	147	139	42	7	10	5
4th quarter	117	142	135	137	113	104	141	134	146	144	142	152	48	33	40
1969															
1st quarter		141 p				103									13
1968															
November		143				106									
December		143				104									
1969															
January		141 p				105									
February		142 p				101									
March		141 p				103									
April						103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries; orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1958 prices		Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	At current prices		
Base of index Value in base year, £m.	Dec. 1958	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series shown in thousands			1963 4,983	1963 4,211	series shown in £ million
1964	162	124	107·0	3·3	103·9	101·9	148·6	361	221	24,567	114	105	–399
1965	165	121	112·1	4·8	106·8	104·6	157·9	309	265	24,784	115	112	– 91
1966	154	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	5
1967	143	114	119·4	2·5	108·4	108·2	175·3	515	175	24,475	129	119	–399
1968	143	129 p	125·0	4·7	120·5	112·4	187·3	543	189		159	147	–419
1967													
1st quarter	149	104	118·6	3·7	106·8	107·6	171·4	458	186	24,510	127	128	19
2nd quarter	148	104	119·6	2·6	105·1	107·5	172·8	508	168	24,495	128	122	–107
3rd quarter	146	105	119·0	1·7	107·1	108·4	177·3	555	163	24,502	125	120	– 21
4th quarter	143	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	137	109	–290
1968													
1st quarter	142	117	122·1	3·0	122·9	111·4	184·8	511	184	24,362	156	142	–135
2nd quarter	138	125	125·0	4·5	119·5	112·5	185·8	550	180	24,313	155	139	–134
3rd quarter	138	129	125·7	5·6	119·3	112·8	187·7	580	182	24,293	161	151	– 73
4th quarter	143	129 p	127·2	5·6	120·4	113·1	191·0	533	210		163	155	– 77
1969													
1st quarter	151 p	134 p	129·7	6·2	122·3 p	114·1 p	194·6	499	206		162	154	
1968													
November	141	126 p	126·7	5·2	120·4	113·1	190·7	529	211		167	161	
December	143	129 p	128·4	5·9	120·9	113·3	193·5	520	225		160	153	
1969													
January	146 p	130 p	129·1	6·2	122·0	113·7	194·2	506	208		156	159	
February	149 p	133 p	129·8	6·2	122·3	114·1	194·7	487	208		158	149	
March	151 p	134 p	130·3	6·3	122·7 p	114·3 p	195·0	504	203		163	155	
April			131·7	5·5	124·2 p	114·5 p	195·0	519	199		166	154	
May								518	196				

† Not seasonally adjusted.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for April 1969

THE IMPORT unit value index rose by a point in April while the index for exports fell a little. As a result the terms of trade fell back by a point.

After showing little change in the early months of this year the import unit value index rose by nearly 1 per cent in April. A large part of this increase was caused by a rise in the unit values of fruit and vegetables, where a seasonal increase is normal in April, and by a further increase in copper prices. (The price of copper has fluctuated widely in recent years and copper has a sufficiently large weight in the total index for some effect of these movements to be reflected in it.) Smaller increases in unit values were widespread among other goods with sugar and finished manufactures showing relatively large increases. The only broad groups where there was a significant fall in unit values were cereals, chemicals and iron and steel.

The export unit value index fell back only a little, but sufficient to reduce the rounded index by one point. It is now at the same level as in January, having shown little variation during the year, although it is about 1 per cent above the level in the fourth quarter of last year. There was a fairly general fall in unit values for manufactured products, with those for metals, machinery and transport equipment and 'other manufactures' all falling a little. Textiles was

(*Continued on next page*)

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Manufactured Goods						
								Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 2	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	106	126	113	115	130	128	128	102
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1968 1st quarter	120	120	104	108	134	121	105	123	111	113	129	124	126	101
2nd quarter	121	120	108	108	135	123	107	126	113	115	133	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	132	132	129	103
4th quarter	123	122	110	106	137	126	108	129	116	117	131	132	130	102
1969 1st quarter	124	123	112	104	138	127	110	130	117	120	134	133	130	103
1968 January	119	120	102	107	132	120	103	122	109	112	128	124	125	101
February	120	120	104	108	134	121	106	123	113	113	129	124	126	101
March	121	120	105	108	137	121	106	124	113	114	131	124	127	100
April	122	120	107	108	137	122	107	124	113	114	132	125	128	100
May	121	120	108	108	134	122	107	125	113	114	133	126	127	101
June	121	120	109	108	133	125	105	128	113	116	132	132	129	104
July	122	120	109	108	135	125	107	128	115	116	132	132	129	103
August	122	120	109	107	136	125	107	128	115	116	132	132	129	103
September	123	121	110	107	137	125	107	128	115	116	132	132	129	102
October	123	122	110	106	137	135	107	128	116	117	132	132	129	102
November	123	122	110	106	136	126	108	129	116	117	131	132	129	103
December	124	123	111	105	138	126	108	129	115	117	131	133	131	102
1969 January	124	123	111	105	138	127	110	130	117	120	133	133	130	103
February	123	123	112	104	137	127	109	130	117	119	134	133	130	103
March	124	122	113	103	138	128	111	130	117	120	135	133	130	103
April	125	124	114	103	139	127	111	130	117	121	134	133	130	102

† Export Unit Value Index as a percentage of the Import Unit Value Index.

UNIT VALUE AND VOLUME INDEX NUMBERS, *continued*

the only major manufacturing heading where price srose. The index for non-manufactures rose a little.

The volume of imports (seasonally adjusted and excluding United States Military Aircraft) rose by nearly 1 per cent in April but this covers sharply divergent movements in different classes of imports. There were marked increases in the volume of imports of food, drink and tobacco and of manufactured goods, some of this being due to the arrival of goods which had been delayed by the dock strikes in the United States. The volume of fuel imports fell by 7 per cent from its level in the first quarter and that of basic materials also decreased a little.

There was a small rise in the seasonally adjusted volume of exports. The volume of non-manufactured exports rose by nearly 13 per cent; this was primarily due to a substantial increase in exports of food, drink and tobacco, for which the United States dock strike had affected deliveries in the early part of the year, but the volume of exports of other types of non-manufactures also rose. There was a fall of nearly 1 per cent in the volume of manufactured exports. Exports of metals showed the largest fall and the volume of exports of machinery and transport equipment also fell back a little. Chemicals recovered from a comparatively low level in March.

Note:

This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Table 2. Unted Kingdom import and export volume index numbers (unadjusted)

1961 = 100

	Imports					Exports							
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Manufactured Goods					
								Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	165	168	119	131	118	148	94	108	112	136
1968	146	107	111	176	195	136	151	135	169	109	120	129	158
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter	136	106	105	178	170	109	128	106	132	89	97	99	126
1968 1st quarter	149	116	109	171	198	135	142	135	168	105	118	132	153
2nd quarter	144	104	112	186	189	134	139	134	174	105	121	130	147
3rd quarter	143	102	114	175	191	132	154	130	165	108	115	119	167
4th quarter	147	110	111	180	196	143	168	140	169	118	124	132	169
1969 1st quarter	148	106	109	198	198	136	136	137	166	111	112	131	175
1968 January	157	125	118	179	201	131	154	129	157	100	112	129	140
February	143	109	107	165	191	136	135	138	164	109	120	135	160
March	148	114	103	170	201	137	136	139	181	108	124	133	158
April	143	104	111	188	185	131	123	134	170	101	122	128	154
May	159	116	121	199	211	136	136	137	177	110	123	139	130
June	129	91	103	169	171	133	156	131	176	103	119	122	157
July	154	108	120	191	209	139	149	139	163	113	123	136	159
August	143	100	118	171	191	129	157	126	155	102	115	111	176
September	132	96	103	163	175	129	157	125	175	107	106	111	164
October	156	119	116	196	206	135	157	133	159	112	115	122	177
November	149	111	106	162	209	158	184	155	183	126	143	146	189
December	137	100	111	182	175	136	163	132	165	116	114	130	139
1969 January	159	114	123	211	206	139	141	140	166	114	115	134	176
February	138	95	100	189	189	130	132	131	164	106	106	123	165
March	148	110	105	194	201	139	134	142	168	112	115	135	183
April	152	113	107	188	209	143	152	143	182	112	115	135	186

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods		Total	Non-Manufactures	Manufactured Goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106	337		1,000	125	843	86	65	123	428	141
1967 1st quarter	132	132	105	97	172	165	164	129	142	127	157	103	118	121	144
2nd quarter	134	133	108	102	158	170	167	123	136	122	157	97	113	116	135
3rd quarter	128	127	102	102	153	159	157	119	130	119	147	90	110	112	141
4th quarter	135	134	102	105	181	175	172	106	117	105	133	85	93	100	125
1968 1st quarter	146	144	114	109	162	195	191	135	147	134	166	106	122	129	151
2nd quarter	143	141	105	112	178	185	179	130	139	130	169	104	117	123	147
3rd quarter	147	144	105	112	180	197	190	139	162	138	171	111	122	130	167
4th quarter	148	144	106	111	184	202	190	141	155	140	169	114	120	134	168
1969 1st quarter	146	142	104	110	191	195	185	139	142	138	169	115	118	129	175
1968 January	141	140	114	102	160	186	183	138	167	134	165	106	120	131	147
February	149	147	112	116	163	202	197	135	135	135	162	108	122	130	155
March	147	146	116	109	163	196	193	133	138	133	172	104	123	125	151
April	144	143	107	115	175	184	180	130	129	130	164	100	118	125	150
May	146	144	109	113	171	194	186	130	134	130	170	107	114	126	139
June	137	136	100	108	190	177	172	130	153	129	172	106	119	120	152
July	148	147	107	113	186	196	192	135	155	134	164	108	118	130	152
August	147	143	105	111	177	201	189	141	174	138	168	109	128	127	174
September	145	143	103	113	176	196	190	142	156	142	181	115	119	133	176r
October	147	145	108	112	188	194	190	138	153	137	163	111	116	131	174
November	151	143	104	109	174	216	192	146	159	145	174	114	129	139	172
December	146	143	105	113	191	197	187	138	155	138	171	115	116	134	158r
1969 January	144	141	103	108	190	190	179	144	149	142	171	120	122	133	182
February	147	143	101	111	192	202	189	135	138	134	171	111	114	125	166
March	146	144	108	111	190	194	187	139	141	139	166	113	118	131	178
April	149	145	113	109	177	201	191	140	159	138	172	111	112	129	178

The seasonally adjusted export volume index numbers have been re-calculated to put them on the same basis as the recently re-calculated export value figures.

FROM THE ATLANTIC TO THE GULF THE ARAB WORLD IS ON THE MOVE

The 23 states that make up the Arab world, assisted by the spectacular development of oil and other natural resources, are progressing at a greater pace than almost any other region of the world. The *100 million Arabs* that live between Morocco and Oman are becoming increasingly *important customers* for every sort of *consumer goods*, their industrialists are looking for *capital equipment* and their governments for assistance in the *development* of their infrastructures. The ARAB BANK is playing a major role throughout this area from the provision of letters of credit to the financing of major industrial schemes.

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Retail sales in April

AFTER ALLOWING for seasonal influences, the volume of retail sales in in the first four months of 1969 was maintained at a level 1-2 per cent below that prevailing in the fourth quarter of 1968, following the upward trend which was a feature of the second half of that year.

The seasonally adjusted index of the volume of sales in April itself was 103 (1966 = 100), the same figure, in rounded terms, as in March and the average of January and February taken together. The erratic movement between January and February colours the arithmetical comparison between the three months ended January and the three months ended April, which for this reason may slightly exaggerate the real downward movement in the current trend of turnover.

Compared with the fourth quarter of 1968, both food shops and non-food shops shared in the decline in the first four months of 1969. But compared with the average of 1968 as a whole, the volume of sales in the first quarter of 1969 was 1 per cent higher in food shops, but 2 per cent lower in non-food shops, including a decline of 4 per cent in the sales of durable goods shops.

VALUE OF SALES

Food shops

The value of the sales of food shops in April was, after seasonal adjustment, about 1 per cent higher than in the previous three months. The value of the turnover of these shops increased by 8 per cent between April 1968 and 1969, the same increase as had prevailed between the first quarter of 1968 and the first quarter of 1969. But the sales of off-licences increased by 19 per cent between April 1968 and 1969, whereas between the first quarters there had been an increase of only 9 per cent between 1968 and 1969. Part of this additional increase was due to the extra buying associated with the Budget, which was in March in 1968 but in April in 1969.

Clothing and footwear shops

The value of the sales of clothing and footwear shops, after allowing for seasonal influences, was much the same in April as in the previous three months, no doubt partly due to the continuation of the cold weather through most of the month. The incidence of Easter in this month, as in 1968, adds to the uncertainty of interpreting the significance of sales in April. The general levelling off of the increase in the sales in clothing and footwear appears to have been reflected in each of the three principal groups of shops: footwear, men's wear and women's wear. Sales in all these shops taken together were 4 per cent higher than in April 1968; prices of clothing and footwear increased by about 3 per cent over the period.

Durable goods shops

On a seasonally adjusted basis, the value of the sales of durable goods shops showed little change in April compared with the first quarter of 1969, although sales were very much lower than in 1968 taken as a whole.

Between April 1968 and April 1969 the value of the sales of durable goods shops increased by 5 per cent, whereas in the first three months of the year sales had failed to reach the level of the first quarter of 1968. This turn-round of experience was due to the exceptional sales of the consumer durables' boom in the first quarter of that year.

The sales of furniture shops, which had declined in the first quarter of 1969 compared with the first quarter of 1968, although they were still 6 per cent above the first quarter of 1967, rose between April 1968 and 1969 to a level 8 per cent higher than in April 1967. The sales of radio and electrical goods shops, on the other hand, which had shown a similar decline between the first quarter of 1968 and 1969, showed a 9 per cent increase in sales between April 1967 and April 1969, far short of the 15 per cent increase between the first quarter of 1967 and the first quarter of 1969.

Mail order businesses

Mail order house turnover, which had remained at much the same level in the first quarter of 1969, as in the corresponding quarter of 1968, was 11 per cent higher in April 1969 than a year earlier. Sales in this kind of business are often very erratic, and it is too early to determine whether a further period of rapid growth has begun.

Department stores

There was an 11 per cent increase in the value of the sales of department stores in April compared with a year earlier whereas there had been a small decrease in the first quarter. But the significance of this changeover is difficult to interpret; it will have been largely due to the rather flat experience of sales in April 1968 after the high sales earlier in that year. Sales in April 1969 were helped by the buoyant sales of the furnishings and household textiles departments – but some of the other departments also showed substantial increases.

Miscellaneous non-food shops

The increase of 1 per cent in the value of sales of confectioners, tobacconists and newsagents between April 1968 and 1969 (which account for about two fifths of the sales of miscellaneous non-food shops) is small compared to the increases in the price of tobacco and confectionery over this period. These shops have continued to sell substantially smaller quantities of goods since competition from grocers has increased with the abandonment of retail price maintenance. The value of the sales in April of ironmongers and hardware shops and chemists appears to have been rather more buoyant, and sales of booksellers and leather goods shops rather less buoyant when compared with a year earlier, than they had been in the first quarter. Although jewellers experienced better sales in April compared with a year earlier than they had done in the first quarter, this comparison in itself cannot be taken as indicative of any change in the trend of turnover in 1969 because of the exceptionally high sales in the first quarter of 1968.

INVESTMENT GRANTS OFFICES

Advice on the working of the investment grants scheme and copies of application forms can be provided by the following offices of the Board of Trade.

BILLINGHAM:
Queensway House, West Precinct,
Town Centre, Billingham, Teesside.
Tel.: 0642 53677. Telex: 58608
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Lancashire, L20 3LZ.
Tel.: 051-922 4030. Telex: 627162.
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CARDIFF:
24-26 Newport Road, Cardiff, CF2 ISY.
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Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops
1968 1st quarter	106	101	110
2nd quarter	102	101	102
3rd quarter	103	102	103
4th quarter	104	104	104
1969 1st quarter	103	103	102
1968/9 Nov.-Jan.	105	105	105
Feb.-April	102	103	102
Percentage increase	*– 2*	*– 2*	*– 3*
1968 July	102	101	102
August	104	102	106
September*	102	103	102
October	103	103	102
November	106	106	106
December*	104	104	104
1969 January	105	104	105
February	101	103	99
March*	103	102	103
April	103	104	103

Table 2. Value of retail sales seasonally adjusted

Index number of value of sales per week (current prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 1st quarter	109	106	113	108	124	111
2nd quarter	107	106	108	104	106	110
3rd quarter	109	108	109	108	110	110
4th quarter	111	112	110	108	112	111
1969 1st quarter	113	114	112	110	112	113
1968/9 Nov.-Jan.	113	113	112	112	112	112
Feb.-April	113	114	112	109	111	113
Percentage increase	—	*1*	*– 1*	*– 3*	*– 1*	*1*
1968 July	108	106	109	106	110	109
August	110	108	112	112	112	114
September*	109	110	108	106	109	108
October	109	111	108	102	113	111
November	112	113	112	113	112	112
December*	112	113	111	111	111	111
1969 January	114	113	114	114	114	113
February	111	113	109	107	108	109
March*	113	114	113	108	113	115
April	114	115	113	111	111	115

All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(a) See general notes following Table 4.

(†) Including department stores and mail order businesses.

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A party of 54 Finnish dealers recently paid a three-day visit to London as guests of Hoover Limited and the Hoover company in Finland, Hoover Oy. One of the highlights of the trip was a visit to the company's Perivale factory. It exports many thousands of vacuum cleaners to the Finnish market, where there is fierce competition from all over the world, including Japan.

Table 3. Value of retail sales (not seasonally adjusted) – analysis by form of organization

April – Index numbers of values of sales per week (current prices) and percentage increase on a year earlier (a).

Figures for earlier periods appeared in the *Board of Trade Journal* of February 7, 1969.

1966 = 100

	All retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	110	*6*	106	*4*	119	*8*	103	*7*
FOOD SHOPS	115	*8*	109	*5*	131	*12*	107	*8*
Grocers	118	*9(f)*	109	*4*	137	*14*	109	*11(f)*
Butchers	109	*5*	..	..	..	..	..	..
Greengrocers, fruiterers	109	*6*	108	*6*	137	*10*	90	*–5*
Fishmongers, poulterers	108	*4*	..	..	..	..	..	..
Bread and flour confectioners	120	*3(g)*	119	*3*	122	*4*	..	..
Off-licences	109	*19*	103	*15*	114	*23*	..	..
Dairymen	112	*5*	..	..	..	..	109	*3*
NON-FOOD SHOPS	106	*5*	..	..	..	..	..	..
Clothing and footwear shops	105	*4*	101	*3*	112	*6*	87	*2*
Footwear shops	107	*2*	112	*3*	107	*3*	89	*–2*
Men's and boys' wear shops	100	*3*	92	—	109	*6*	83	*2*
Women's, girls' and infants' wear, drapery and general clothing shops	106	*5*	101	*3*	114	*8*	88	*3*
Large (c)	..		109	*5*	..		..	
Medium (c)	..		108	*6*	..		..	
Small (c)	..		96	*2*	..		..	
Durable goods shops	103	*5*	99	*3*	111	*7*	91	*8*
Furniture shops	97	*3*	96	*2*	101	*3*	..	
Large (c)	..		94	—	..		..	
Medium and small (c)	..		97	*3*	..		..	
Other durable goods shops	109	*6*	102	*5*	114	*8*	..	
Electricity showrooms	118	*26*	..		118	*26*	..	
Gas showrooms	98	*–4*	..		98	*–4*	..	
Radio and television rental specialists	..		..		124	*9*	..	
Radio and electrical goods shops (including radio and cycle shops and perambulator shops) (e)	106	*5*	..		..		..	
Miscellaneous non-food shops (b)	107	*3*	..		..		..	
Confectioners, tobacconists, newsagents	110	*1*	109	*1*	112	*1*	..	
Booksellers, stationers	..		103	*7*	..		..	
Chemists, photographic goods dealers (d)	103	*7*	101	*7*	106	*8*	94	*3*
Jewellers	92	*6*	92	*5*	90	*9*	..	
Leather goods, sports goods, toys and fancy goods shops	90	*1*	..		..		..	
Ironmongers and hardware shops	111	*1*	113	*2*	92	*–9*	..	
Other miscellaneous non-food shops	..		123	*4*	..		..	
Department stores	109	*11*	..		..		..	
Mail order businesses	113	*11*	..		..		..	

(a) See general notes following Table 4.

(Continued on next page)

RETAIL SALES, *continued*

1966=100

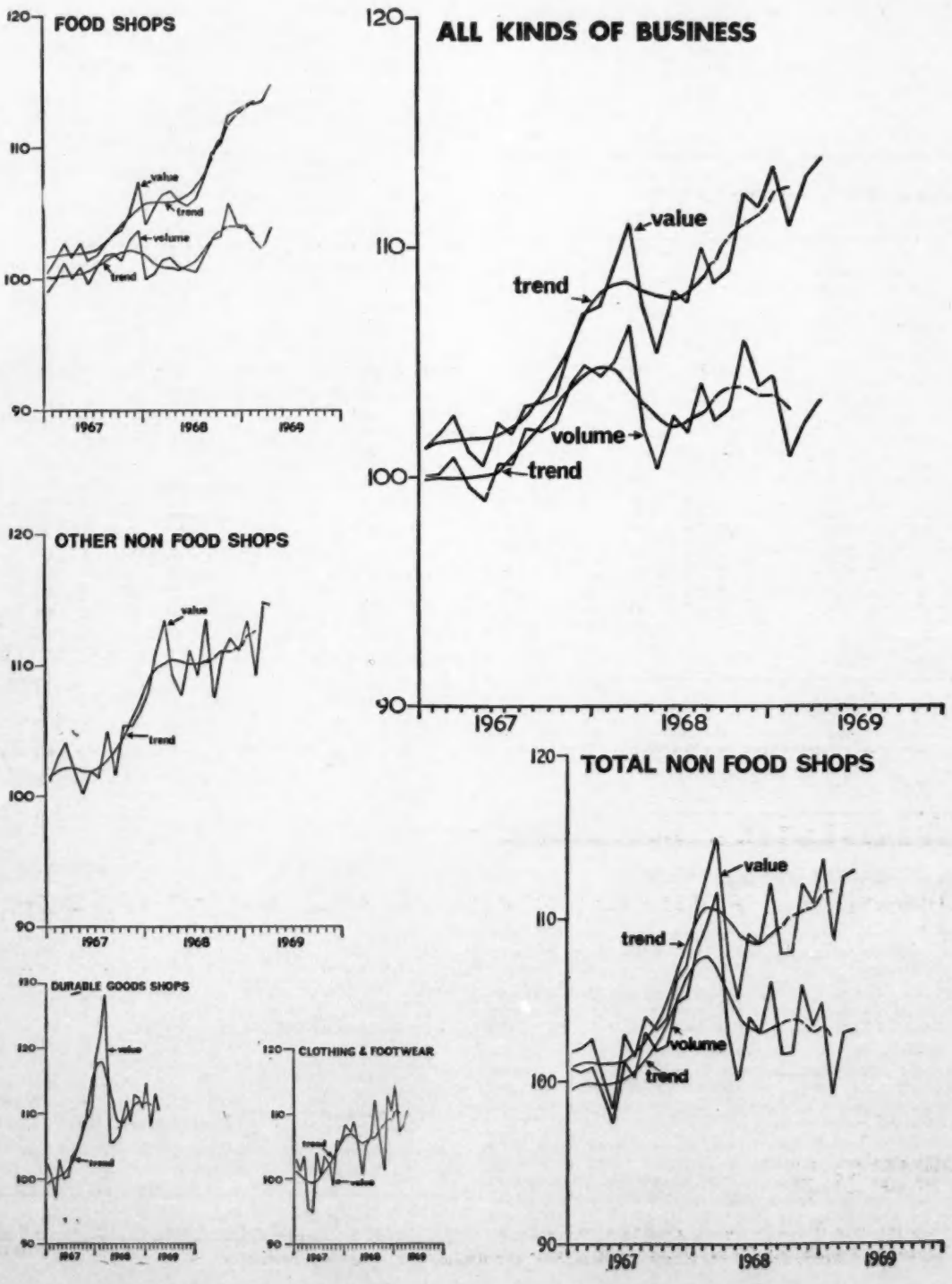

Table 4. Index numbers of sales per week (not seasonally adjusted) and percentage increase on a year earlier (a)

(i) Analysis by broad groups: value and volume.

1966 = 100

Sales in 1966 – provisional estimates (£ million)	All kinds of business (£11,372)				Food shops (£4,952)				Non-food shops													
									Total (£6,420)				Clothing and footwear shops (£1,727)		Durable goods shops (£1,176)		Miscellaneous non-food shops (b) (£2,542)		Department stores (£544)		Mail order businesses (£431)	
	Value		Volume§		Value		Volume§		Value		Volume§											
		%		%		%		%		%		%		%		%		%		%		%
1967	103	3	101	1	103	3	101	1	103	3	102	2	102	2	104	4	103	3	104	4	106	6
1968	109	6	104	2	108	5	102	1	110	7	105	3	107	6	113	9	110	7	112	8	115	8
1967 2nd quarter	98	1	97	– 1	101	2	99	—	96	—	95	– 2	97	– 1	94	– 1	96	1	93	—	101	6
3rd quarter	100	3	98	2	100	2	99	2	99	3	98	2	97	2	102	5	101	2	99	4	91	4
4th quarter	120	5	118	4	111	4	108	2	127	6	125	6	129	4	125	12	123	5	135	8	140	8
1968 1st quarter	101	7	98	5	103	4	99	1	99	10	97	9	89	6	116	24	97	7	100	14	102	10
2nd quarter	104	6	99	2	106	4	100	1	103	7	98	3	104	6	99	5	104	9	99	7	109	8
3rd quarter	106	6	100	1	105	5	100	—	106	7	100	2	102	6	108	6	109	8	107	8	95	5
4th quarter	126	5	118	—	117	6	110	2	133	5	125	—	135	5	128	2	130	5	141	5	151	8
1969 1st quarter	104	3	95	– 3	111	8	101	2	98	– 1	90	– 7	90	1	106	– 9	99	3	99	– 1	102	– 1
1969 February	100	2	91	– 4	111	8	101	2	91	– 3	84	– 9	80	—	100	–11	95	—	81	– 7	99	– 7
March*	107	2	97	– 4	112	7	101	1	102	– 2	94	– 7	91	– 1	105	–12	105	2	99	– 2	119	—
April	110	6	100	1	115	8	103	2	106	5	97	—	105	4	103	5	107	3	109	11	113	11
1969 January-April		4		– 2		8		2		1		– 5		2		– 6		3		2		3

(ii) Analysis by kind of business: value only.

Sales in 1966– provisional estimates £ million)	Food shops										Clothing and footwear shops				
	Grocers (f) (£2,919)		Butchers (£724)		Greengrocers, fruiterers (£312)		Fishmongers, poulterers (£82)		Bread and flour-confectioners (g) (£254)		Off-licences (£217)		Dairymen (£444)		Footwear shops (£268)		Men's and boys' wear shops (£362)		Women's wear shops (£1,097)	
		%		%		%		%		%		%		%		%		%		%
1967	103	3	101	1	101	1	99	– 1	104	4	106	6	104	4	102	2	100	—	102	2
1968	109	6	105	4	99	– 2	99	—	111	6	116	10	109	5	106	4	106	5	108	6
1967 2nd quarter	101	2	98	2	111	– 2	99	– 3	103	3	87	4	105	5	102	– 3	97	– 3	97	—
3rd quarter	101	3	96	– 1	103	1	94	– 3	104	4	91	6	104	5	99	3	97	2	96	2
4th quarter	111	4	110	3	93	—	103	—	110	6	157	5	108	5	125	5	121	2	132	4
1968 1st quarter	104	4	106	3	93	– 3	99	– 1	105	5	97	11	108	6	84	3	93	6	89	6
2nd quarter	107	5	101	3	107	– 3	100	1	111	8	92	6	107	2	106	4	102	5	104	7
3rd quarter	107	6	100	5	102	—	95	1	111	7	100	9	109	5	103	3	102	5	102	6
4th quarter	119	7	114	4	93	—	103	—	116	5	175	12	113	5	132	5	125	4	138	5
1969 1st quarter	114	9	112	6	96	3	101	2	111	6	105	9	113	5	83	– 1	93	—	91	2
1969 February	113	9	113	6	95	4	98	– 1	113	5	99	8	113	5	74	3	82	– 1	81	– 1
March*	115	8	109	6	101	3	102	4	114	4	101	1	114	5	83	– 6	90	– 2	94	1
April	118	9	109	5	109	6	108	4	120	3	109	19	112	5	107	2	100	3	106	5
1969 January-April		9		6		4		2		5		11		5		—		1		3

(*Table* 4 *continued on next page*)

Statistics on Incomes, Prices, Employment and Production

Issues of this bulletin appear at regular intervals and give factual and up-to-date information on wage rates, earnings, hours of work and other conditions of employment, manpower, prices, production, profits and other relevant subjects. Part of the information included has not previously been published.

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RETAIL SALES, *continued*

Table 4, *continued*

Sales in 1966 – provisional estimates (£ million)	Durable goods shops								Miscellaneous non-food shops											
	Furniture shops (£486)		Electricity showrooms (£65)		Gas showrooms (£92)		Radio and television rental specialists† (£109)		Radio and electrical goods, etc., shops (e) (£333)		Confectioners, tobacconists, newsagents (£1,030)		Booksellers, stationers‡ (£79)		Chemists, photographic goods dealers (d) (£350)		Jewellers (£116)		Leather goods, sports goods, toys and fancy goods shops (£123)		Ironmongers and hardware shops (£298)		Other miscellaneous non-food shops (h) (£100)	
		%		%		%		%		%		%		%		%		%		%		%		%
1967	100	—	116	*16*	108	*8*	109	*9*	108	*8*	103	*3*	105	*5*	103	*3*	104	*4*	102	*2*	102	*2*	103	*3*
1968	106	*6*	140	*21*	116	*7*	121	*11*	118	*9*	108	*6*	112	*8*	111	*8*	117	*12*	110	*7*	109	*6*	108	*5*
1967 2nd quarter	93	– *6*	104	*10*	99	*5*	103	*6*	91	*2*	98	*1*	88	*5*	96	*1*	83	– *1*	83	– *2*	99	—	105	*1*
3rd quarter	98	– *1*	116	*19*	111	*10*	107	*10*	104	*10*	103	*2*	96	*5*	105	*3*	97	*1*	103	*1*	101	*2*	96	*3*
4th quarter	118	*9*	143	*24*	124	*13*	115	*16*	140	*17*	114	*4*	137	*4*	123	*5*	158	*11*	151	*5*	116	*5*	113	*6*
1968 1st quarter	106	*19*	154	*56*	128	*31*	127	*15*	122	*27*	100	*3*	105	*8*	95	*9*	102	*28*	76	*6*	101	*7*	104	*6*
2nd quarter	99	*6*	110	*6*	101	*3*	109	*6*	96	*6*	106	*8*	93	*6*	104	*8*	92	*11*	90	*9*	107	*9*	113	*8*
3rd quarter	101	*3*	137	*18*	112	*1*	119	*11*	111	*6*	111	*8*	105	*10*	113	*7*	106	*9*	111	*8*	106	*5*	100	*4*
4th quarter	118	—	159	*12*	121	– *2*	127	*11*	143	*2*	117	*3*	147	*7*	131	*6*	168	*6*	162	*8*	121	*5*	115	*1*
1969 1st quarter	94	*–11*	140	– *9*	102	*–20*	139	*10*	110	*–10*	103	*3*	114	*9*	98	*4*	95	– *7*	78	*2*	99	– *2*	99	– *4*
1969 February	88	*–14*	129	– *8*	95	*–27*	137	*7*	105	*–10*	101	*1*	110	*3*	94	*4*	94	– *3*	69	– *2*	95	– *3*	99	– *5*
March*	90	*–15*	145	*–13*	116	*–21*	143	*13*	108	*–13*	108	*4*	117	*12*	100	—	100	*–16*	81	*1*	103	– *6*	109	– *7*
April	97	*3*	118	*26*	98	– *4*	124	*9*	106	*5*	110	*1*	103	*7*	103	*7*	92	*6*	90	*1*	111	*1*	123	*4*
1969 January-April		– *8*		– *4*		*–17*		*9*		– *7*		*3*		*8*		*5*		– *4*		*2*		– *1*		– *2*

§Average 1966 prices. ‡Independent retailers only. †Multiple retailers only.

General notes

(a) The monthly periods consist of four weeks except those marked* which are of five weeks. The period covered by April 1969 sales was the four weeks from March 30, 1969, to April 26, 1969, the corresponding period in 1968 was from March 31, 1968, to April 27, 1968. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops, but not multiple rental specialists.

(f) Includes bakery departments of co-operative societies.

(g) Excluding the bakery department of co-operative societies, which are included in the estimate for grocers.

(h) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

Retailers' stocks in April

THE VALUE of stocks held by retailers at the end of April showed an increase of 10 per cent compared with April 1968, slightly less than the average increase shown in the previous six months.

In volume terms, retailers' stocks were 5 per cent higher than in the corresponding month last year, the same increase as shown last month but somewhat below the average for the months November to February.

Estimate of levels and percentage changes in retailers' stocks

(At cost at end of month). Index numbers (end 1960 = 100) and percentage changes on year earlier)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
					(a) At current prices							
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156	154	148	154	153	164	176	157
1969	151	155	168	166								
1968	+2	+2	+5	+5	+6	+6	+8	+8	+9	+10	+11	+13
1969	+11	+12	+11	+10								
					(b) At constant (Dec. 1960) prices							
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132	129	123	128	128	136	146	130
1969	124	127	136	134								
1968	+1	+1	+4	+2	+3	+2	+4	+4	+5	+5	+6	+8
1969	+5	+6	+5	+5								

Note:
Retailers' stocks at end of December 1960 were £993 million at current prices.

Business Monitor

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St Michael®

Marks & Spencer Ltd

Sales increase to record £317,336,000
Profit of £38,123,000—more than doubled in last decade

The 43rd Annual General Meeting of the Company was held at Grosvenor House, Park Lane, London W.1, on Wednesday, 4th June, 1969. The following are extracts from the statement by the Chairman, Mr. J. Edward Sieff:

The Year's Results

Sales have increased by £35,030,000 to £317,336,000 and include £6,282,000 for export. Profits before tax have increased from £33,871,000 to £38,123,000.

The Directors recommend a Final Dividend of 21$\frac{7}{12}$%, making a total distribution for the year of 33$\frac{1}{2}$% against 32$\frac{1}{2}$% last year.

General Survey

This has been a year of unprecedented growth and of many challenges.

We have done a vastly increased business in articles made from man-made fibres produced in this country. We are in the forefront of technological innovation and are able to take advantage of new fibres, fabrics and finishes.

Improved production methods have resulted in higher and more consistent quality. Man-made fibres now account for some 70% of our textile sales.

Last September, Selective Employment Tax was increased by 50%, bringing the total liability for the year to £1,175,000. The increase announced in this year's Budget will result in a total charge for 1969/70 of nearly £1,700,000.

Increasing operating expenses have stimulated the intensification of our Good Housekeeping campaign. We are aiming at still better staff utilisation and the saving of useless paperwork. Since devaluation we have engaged in a number of studies of import substitution. A review of packaging alone will save some £750,000 a year in the balance of payments by replacing imported paper and board with home produced plastics.

Store Development

Our dynamic policy of store development has been further intensified during the year.

Building work culminated in the transformation, by large extensions, of 37 stores and in the building of three new ones—extending our selling space by 280,000 sq. ft. to over 4,000,000 sq. ft. in our 243 stores. Our successful policy of enlarging existing stores in the principal cities will continue and we are doubling the size of our Marble Arch store, a magnet to overseas visitors. We are satisfied with our trading experience in New Towns and shopping precincts and have acquired suitable locations of similar type elsewhere.

Building work on a large number of schemes, including six new stores, will be completed in the next twelve months. We have already a large-scale building programme scheduled as far forward as 1972.

St Michael Clothing

Our textile sales have increased by £23,081,000 to £224,214,000. We offer our customers St Michael goods of exceptional quality and value. In our stores we display a range of beautiful clothes and are reaching out to even higher levels of quality, design and colour.

I am glad to note that some of our British manufacturers have shown a greater awareness of the importance of good design and colour resulting in considerable aesthetic improvement of our merchandise.

St Michael Foods

Our food sales reached £86,840,000 compared with £76,400,000 last year and have trebled since 1960. Their growth is based on a specialised but increasing range of high quality foods, produced to our standards and specifications. These are made from high quality ingredients free from potentially harmful additives, processed in clean factories and sold in prime condition.

Merchandise Development and Technology

The growth of our business is based upon the principle of giving our customers whatever benefit we can obtain as large purchasers of relatively few selected articles. By the use of technical initiative we have upgraded our goods to our present high standards. Our scientists and engineers are an integral part of the merchandising team and, by their enthusiasm and knowledge, stimulate technical innovation. There is an impressive range of expertise in the business.

Tribute to Suppliers

I warmly thank our suppliers who have helped to give St Michael goods the image of good taste, high quality and excellent value. In the changing structure of the textile and food industries our method of active co-operation between distributor and manufacturers remains a stable and positive factor.

Exports

In the last five years our direct exports have nearly trebled. Many of our export customers have set up stores patterned on Marks & Spencer, selling predominantly St Michael goods.

Tribute to Staff

It is a pleasure for me to express the Board's warmest appreciation to all our staff. To-day, the image and prestige which Marks & Spencer enjoys stand higher than ever and much of the credit is due to them.

The setting up of the Distributive Industry Training Board has focused attention on training. For many years we have recognised that effective training plays a significant part in increasing productivity and in furthering our excellent staff relations.

In conclusion, I would like to pay tribute to the new generations of young people in the business. Their enthusiasm and devotion are noteworthy. This augurs well for the future development of the Company.

TEN YEAR GROWTH

YEAR ENDED 31st MARCH	TURNOVER	PROFIT BEFORE TAX
1969	£317,336,000	£38,123,000
1968	£282,306,000	£33,871,000
1967	£255,770,000	£30,659,000
1966	£238,015,000	£29,618,000
1965*	£219,791,000	£27,506,000
1964	£201,494,000	£24,920,000
1963	£184,878,000	£22,305,000
1962	£172,826,000	£21,185,000
1961	£166,501,000	£20,345,000
1960*	£148,023,000	£17,656,000

*(53 weeks)

A COPY OF THE FULL REPORT CAN BE OBTAINED FROM THE REGISTRAR, MICHAEL HOUSE, BAKER STREET, LONDON W1A 1DN

Hire purchase and other instalment credit business in April

IN THE THREE MONTHS ended April, instalment credit extended by finance houses and the instalment credit sales of durable goods shops, after making allowance for seasonal factors, were 9 per cent and 2 per cent respectively lower than the average levels in the preceding three monthly period.

Accompanying the lower level of business, on a seasonally adjusted basis, debt outstanding to finance houses and durable goods shops which rose by £3 million between October and January, fell by £17 million in the three months ended April.

Finance houses

New credit extended by finance houses in April was not very different, on a seasonally adjusted basis, from the levels in February and March to which it had fallen following the tightening of the hire purchase controls last year. Compared with a year earlier new credit in April showed an increase in contrast to the large decreases which occurred in each of the three preceding months; this turnround in experience, as compared with a year earlier, was not unexpected in view of the dullness in April 1968, following the exceptionally buoyant conditions in the first three months of that year.

On a seasonally adjusted basis, debt owing to finance houses has been falling at an average monthly rate of about £4 million since January 1969.

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted series. £ million

Period	New Credit Extended			Repayments	Increase in debt
	Total	By Shops (†)	By Finance Houses		
1965	1,033	306	727	952	81
1966	856	235	621	989	–133
1967	924	235	689	969	– 45
1968	968 r	258 r	710	939 r	29
1966 1st quarter	253	69	184	255	– 2
2nd quarter	234	61	173	257	– 23
3rd quarter	196	55	141	243	– 47
4th quarter	173	50	123	234	– 61
1967 1st quarter	185	53	132	237	– 52
2nd quarter	198	53	145	242	– 44
3rd quarter	262	61	201	250	12
4th quarter	279	68	211	240	39
1968 1st quarter	273	77	196	242	31
2nd quarter	210	59	151	238	– 28
3rd quarter	242	64	178	234	8
4th quarter	243 r	58 r	185	225 r	18
1969 1st quarter	213	56	157	226	– 13

(†) Durable goods shops and department stores; not including other instalment credit retailers.

Table 1. Hire purchase and other instalment credit business

Seasonally adjusted series.

	Total of instalments outstanding to finance houses, durable goods shops and department stores		Finance Houses		Durable Goods Shops	
	End period £ million	Increase in period £ million	*New instalment credit extended per calendar month (Index 1961 = 100)*	Instalments outstanding at end period £ million	*Instalment credit sales per week (Index 1961 = 100)*	Instalments outstanding at end period £ million
1965	1,196	81	*127*	836	*112*	329
1966	1,063	–133	*108*	756	*93*	278
1967	1,018	– 45	*120*	742	*94*	248
1968	1,047	29	*124*	766	*102*	250
1967 1st quarter	1,011	– 52	*92*	719	*87*	266
2nd quarter	967	– 44	*101*	687	*88*	255
3rd quarter	979	12	*141*	707	*96*	247
4th quarter	1,018	39	*147*	742	*105*	248
1968 1st quarter	1,049	31	*138*	769	*120*	252
2nd quarter	1,021	– 28	*106*	745	*92*	249
3rd quarter	1,029	8	*125*	754	*99*	249
4th quarter	1,047	18	*130*	766	*98*	250
1969 1st quarter	1,034	– 13	*110*	761	*93*	245
1968 January	1,025	7	*137*	750	*108*	246
February	1,035	10	*139*	758	*118*	249
March	1,049	14	*138*	769	*130*	252
April	1,040	– 9	*103*	760	*89*	252
May	1,034	– 6	*116*	755	*91*	251
June	1,021	– 13	*100*	745	*95*	249
July	1,018†	–3†	*127†*	745†	*94*	246
August					*103*	247
September	1,029	11	*121*	*754*	*101*	249
October	1,039	10	*143*	761	*103*	251
November	1,047	8	*128*	766	*99*	253
December	1,047	—	*118*	766	*94*	250
1969 January	1,042	– 5	*114*	765	*92*	247
February	1,036	– 6	*108*	761	*92*	245
March	1,034	– 2	*108*	761	*95*	245
April	1,025	– 9	*111*	753	*89*	244
3 months ended January 1969	1,042	3	*120*	765	*95*	247
3 months ended April 1969	1,025	– 17	*109*	753	*92*	244
Percentage increase			– 9		– 2	

†Figures for July and August have been combined.

Table 3. Hire purchase and other credit instalments outstanding

£ million, end perio

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238								
Department stores	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28								
Finance houses	1967	742	730	719	715	712	716	726	731	734	744	755	742
	1968	744	753	766	768	773	774	778	783	781	781	781	766
	1969	759	757	759	762								
Total	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044	1,048	1,047	1,051	1,057	1,047
	1969	1,035	1,030	1,027	1,028								
Other instalment credit retailers†	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201								
GRAND TOTAL	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,166	1,164	1,166	1,182	1,210	1,226
	1968	1,215	1,219	1,230	1,231	1,234	1,229	1,226	1,227	1,226	1,236	1,254	1,269
	1969	1,246	1,236	1,230	1,229								

†Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Durable goods shops and department stores

After recording large decreases on a year earlier in recent months, the instalment credit sales of durable goods shops showed no change in April 1969, compared with the same period last year. Again, this reversal in the changes on a year earlier is to be explained largely by the dull trading conditions in April last year following the buying spree which preceded the 1968 budget.

There was no change in the instalment credit sales of durable goods shops as a whole in April, as compared with the previous year. Sales of furniture shops however, recorded a fall of 10 per cent on April 1968, in contrast to the rise of 7 per cent shown by the other durable goods shops; this difference in experience has been maintained for some time.

Credit sales of department stores in the month rose by 12 per cent compared with April 1968; this increase, which follows decreases on a year earlier recorded in recent months, is partly to be explained by the relative dullness in April 1968.

Other instalment credit retailers

The instalment credit sales of general mail order houses, which account for the greater part of the credit business of this group of traders, were 11 per cent higher than in April 1968; this increase follows little change on a year earlier in the average level of business during the first quarter of 1969; however, as the series shows, increases on a year earlier are inclined to be somewhat erratic.

Debt outstanding to this group of retailers fell slightly in the month, largely due to seasonal factors.

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage increases compared with a year earlier.

Average of 1961 = 100

	Total of Selected Kinds of Business (§)		Durable Goods Shops Total (†)		Department Stores		Other Instalment Credit Retailers					
							Other General Stores (‡)		General Mail Order Houses		Co-operative Societies non-durable goods departments	
(H.P. and other instalment credit sales in 1961 £ million)	(£673)		(£303)		(£54)		(£72)		(£201)		(£43)	
1966	124	- 3	93	-17	103	- 1	125	- 6	184	11	93	- 2
1967	128	3	94	2	108	5	119	- 4	195	6	92	- 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	- 1	175	5	84	2
4th quarter	173	2	113	- 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	-10	87	-22	98	- 7	89	- 7	187	- 1	65	- 7
1968 January	112	15	104	27	121	20	86	4	141	6	60	1
February	131	19	112	36	98	21	93	6	196	9	65	7
March*	142	24	117	30	98	15	105	8	219	14	80	- 5
April	119	2	83	1	102	7	108	3	188	2	86	7
May	128	4	88	3	109	5	113	- 4	208	7	88	- 6
June*	125	10	87	8	101	12	109	1	205	14	83	4
July	117	5	94	6	116	5	103	—	164	6	86	2
August	114	6	93	6	91	5	93	1	167	7	80	6
September*	127	1	100	—	101	- 1	109	- 2	191	3	84	- 1
October	159	3	115	- 1	123	- 2	130	1	263	7	84	- 2
November	178	3	116	- 6	140	3	165	- 4	299	11	113	1
December*	181	—	110	-12	178	2	216	2	274	8	185	2
1969 January	107	- 4	88	-15	117	- 3	83	- 3	151	7	58	- 4
February	114	-13	87	-22	90	- 8	91	- 2	182	- 7	55	-15
March*	126	-11	86	-27	89	- 9	92	-12	219	—	77	- 3
April	125	5	83	—	115	12	102	— 5	208	11	84	- 2

(Continued on next page)

HIRE PURCHASE, *continued*

Table 4, *continued*

(H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)								Furniture Shops						Other Durable Goods Shops			
	Total		Independents		Multiples		Co-operative Societies		Total (excluding Co-operative Societies)		Multiples		Independents		Total (excluding Co-operative Societies)		Radio and electrical, etc. goods shops(¶)	
	(£303)		(£110)		(£161)		(£32)		(£128)		(£62)		(£65)		(£143) (‖)		(£82)	
1966	93	–17	82	–19	100	–15	95	–19	93	–15	94	–15	92	–15	92	–19	76	–21
1967	94	2	81	– 1	104	4	91	– 4	88	– 5	86	– 8	90	– 2	101	9	82	7
1968	102	8	87	8	113	8	96	5	90	2	87	1	94	4	113	13	90	11
1968 1st quarter	111	38	98	39	121	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	71	3	98	6	77	– 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	79	1	109	6	90	1	83	– 1	79	—	86	– 2	109	8	84	4
4th quarter	113	–7	101	– 4	123	– 8	109	– 7	101	–13	96	–19	107	– 9	125	– 1	104	–3
1969 1st quarter	87	–22	77	–22	95	–21	78	–27	71	–26	66	–28	77	–24	102	–18	83	–19
1968 January	104	27	99	30	105	23	111	34	94	20	83	15	104	24	111	31	97	36
February	112	36	99	38	121	35	108	44	96	24	97	22	94	25	127	45	106	43
March*	117	50	96	47	134	54	103	32	99	36	95	38	102	35	136	64	102	58
April	83	1	69	– 1	95	2	75	—	81	4	84	11	78	– 2	87	– 2	70	2
May	88	3	72	2	101	6	78	– 8	81	6	81	11	81	2	98	3	77	7
June*	87	8	72	8	98	10	77	– 5	80	5	76	2	83	7	95	13	70	7
July	94	6	81	5	103	7	93	3	86	5	82	9	90	3	102	7	79	3
August	93	6	77	6	106	7	85	6	81	4	77	5	85	3	106	8	85	11
September*	100	—	79	– 6	116	4	90	– 4	82	– 9	80	– 9	84	– 9	118	8	88	—
October	115	– 1	98	1	128	– 1	106	– 9	97	– 9	90	–16	103	– 3	133	7	103	2
November	116	– 6	102	– 4	124	– 9	123	—	101	–13	89	–19	113	– 8	127	– 2	102	– 3
December*	110	–12	103	– 7	117	–14	99	–10	105	–17	106	–20	105	–13	117	– 7	106	– 7
1969 January	88	–15	83	–16	92	–12	84	–25	76	–19	66	–21	86	–17	100	–10	82	–16
February	87	–22	79	–20	96	–21	68	–37	72	–24	70	–28	75	–21	104	–18	87	–18
March*	86	–27	70	–27	97	–28	82	–20	67	–32	63	–34	71	–31	103	–24	80	–21
April	83	—	66	– 4	96	1	80	7	73	–10	77	– 8	69	–11	93	7	73	4

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage increases compared with a year earlier

Monthly average 1961 = 100

(£ million 1961)	All goods		Private cars – new		Private cars – used		Commercial motor vehicles – new and used		Motor-cycles, side-cars, power assisted cycles		Caravans new and used		Farm equipment and tractors		Industrial and building plant and equipment		Household goods (†)		Other goods	
	(£574)		(£93)		(£190)		(£89)		(£38)		(£12)		(£12)		(£48)		(£59)		(£33)	
1966	108	–15	132	–23	117	–14	87	– 4	42	– 29	121	– 2	109	6	158	–10	57	–20	140	–11
1967	120	11	152	16	137	17	90	3	44	5	115	– 5	110	—	180	14	59	4	131	– 6
1968	124	3	146	– 4	138	—	102	14	46	4	143	25	103	– 6	174	– 3	70	18	158	21
1968 1st quarter	139	48	184	67	155	63	116	45	44	96	134	38	92	– 2	192	12	74	36	164	28
2nd quarter	125	3	135	– 3	142	6	106	6	53	– 9	170	24	91	– 9	185	– 9	63	17	163	21
3rd quarter	122	–12	143	–22	144	–19	89	– 1	54	– 5	172	25	111	–17	155	–12	66	18	144	16
4th quarter	108	–14	121	–31	109	–24	98	7	34	–15	98	10	120	5	165	– 2	76	6	160	18
1969 1st quarter	110	–21	122	–34	113	–27	114	– 2	26	–39	114	–15	91	– 1	160	–17	63	–15	172	4
1968 January	124	43	163	53	123	58	106	45	32	102	94	54	78	– 4	193	21	84	37	174	21
February	134	50	181	71	158	67	101	35	45	107	125	42	90	6	175	15	65	31	147	25
March	160	50	207	76	183	63	141	54	54	85	182	29	107	– 8	208	2	74	40	171	40
April	120	10	124	5	137	23	101	9	52	19	147	17	88	–17	174	–22	63	33	165	24
May	140	18	149	11	156	24	121	13	55	–21	191	39	99	12	220	13	68	19	183	43
June	116	–15	133	–21	134	–20	94	– 5	53	–14	172	15	85	18	160	–17	56	2	142	– 2
July	128	– 9	126	–35	158	–13	99	10	57	– 6	189	32	108	–19	169	– 1	69	28	165	32
August	130	– 3	178	2	146	–13	88	—	60	5	174	26	116	–15	169	– 4	68	24	143	19
September	108	–24	124	–31	129	–29	80	– 7	46	–15	153	16	108	–16	127	–31	62	4	124	– 2
October	129	–13	150	–28	145	–20	110	5	50	– 4	136	20	122	—	172	– 9	81	15	154	15
November	111	–24	132	–42	109	–36	100	4	35	–13	87	—	122	– 8	162	–12	77	3	175	23
December	84	2	81	–14	73	– 6	84	17	16	–39	70	6	115	31	161	20	70	1	152	15
1969 January	102	–17	104	–36	99	–20	106	—	20	–36	77	–18	111	43	160	–17	73	–13	186	7
February	104	–23	117	–35	111	–30	109	7	25	–44	102	–18	66	–27	137	–22	58	–12	153	4
March	125	–22	145	–30	129	–29	128	– 9	34	–37	162	–11	96	–10	183	–12	58	–21	176	3
April	128	7	152	23	140	2	124	23	39	–25	207	41	107	21	168	– 3	55	–14	171	4

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Some recovery in car and commercial vehicle production in April

THE Ministry of Technology have announced that with the settlement of the major labour disputes which seriously effected output in March, production of both cars and commercial vehicles recovered in April. Nevertheless, total car production, at an average rate of 35,616 a week, was still a little lower than in April 1968 despite a 7 per cent rise in production for export. Commercial vehicle production, however, at 9,597 a week, was more than one-fifth higher than a year earlier, with production for export up by 38 per cent and production for the home market up by 12 per cent.

In seasonally-adjusted terms total car production was 19 per cent higher in April than in March. It was however still a little lower than in February, when there were also significant strike losses, and one-eighth lower than in the closing months of 1968. With the high incidence of labour disputes in the period total production in the three months February-April was 16 per cent lower than in the preceding three months, with falls of 21 per cent and 11 per cent respectively in output for home and export markets.

On a similar seasonally-adjusted basis commercial vehicle production was 23 per cent higher in April than in March, with export production showing a slightly greater rise than production for the home market. Nevertheless, total production in the latest three-month period was 5 per cent lower than in the three months November-January. The fall was entirely due to lower production for the home market, production for export being at the same level as in the preceding three months.

Note

Since the last car and commercial vehicle production press release was issued, in April, all seasonally-adjusted production figures have been revised in the light of the pattern in 1968. Table 2 incorporates the new figures.

Table 1. Recorded production

	No. of Weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		Totals	Home	Export	Weekly Average	Totals	Home	Export	Weekly Average
1963	52	1,607,939	958,766	649,173	30,922	403,781	238,876	164,905	7,765
1964	53	1,867,640	1,161,886	705,754	35,238	464,736	285,332	179,404	8,769
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,552,013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,922	409,186	259,331	149,855	7,869
1966 1st quarter	13	462,461	294,287	168,174	35,574	120,380	75,662	44,718	9,260
2nd quarter	13	484,147	309,350	174,797	37,242	123,628	76,266	47,362	9,510
3rd quarter	13	334,143	206,248	127,895	25,703	96,886	56,128	40,758	7,453
4th quarter	13	322,928	168,799	154,129	24,841	97,781	52,558	45,223	7,522
1967 1st quarter	13	387,564	228,687	158,877	29,813	95,232	54,850	40,382	7,326
2nd quarter	13	446,537	281,652	164,885	34,349	104,215	66,929	37,286	8,016
3rd quarter	13	315,402	210,178	105,224	24,262	83,330	56,011	27,319	6,410
4th quarter	13	402,510	267,756	134,754	30,962	102,329	67,902	34,427	7,871
1968 1st quarter	13	467,555	269,925	197,630	35,966	104,276	67,055	37,221	8,021
2nd quarter	13	489,132	264,041	225,091	37,626	104,465	66,754	37,711	8,036
3rd quarter	13	389,586	215,398	174,188	29,968	88,469	56,719	31,750	6,805
4th quarter	13	469,663	263,799	205,864	36,128	111,976	68,803	43,173	8,614
1969 1st quarter	13	451,556	239,544	212,012	34,735	120,445	71,361	49,084	9,265
1968 January	4	122,017	80,547	41,470	30,504	27,939	18,685	9,254	6,985
February	4	143,068	80,167	62,901	35,767	31,672	19,941	11,731	7,918
March	5	202,470	109,211	93,259	40,494	44,665	28,429	16,236	8,933
April	4	145,328	81,243	64,085	36,332	31,610	20,210	11,400	7,903
May	4	161,818	88,868	72,950	40,455	33,768	21,493	12,275	8,442
June	5	181,986	93,930	88,056	36,397	39,087	25,051	14,036	7,817
July	4	111,067	60,040	51,027	27,767	25,235	16,287	8,948	6,309
August	4	100,780	57,227	43,553	25,195	21,343	13,235	8,108	5,336
September	5	177,739	98,131	79,608	35,548	41,891	27,197	14,694	8,378
October	4	145,965	90,289	55,676	36,491	33,858	21,299	12,559	8,465
November	4	150,382	83,520	66,862	37,596	35,583	21,825	13,758	8,896
December	5	173,316	89,990	83,326	34,663	42,535	25,679	16,856	8,507
1969 January	5	185,245	103,373	81,872	37,049	49,146	29,478	19,668	9,829
February	4	144,123	74,444	69,679	36,031	38,720	22,350	16,370	9,680
March	4	122,188	61,727	60,641	30,547	32,579	19,533	13,046	8,145
April	5	178,082	92,650	85,432	35,616	47,984	28,285	19,699	9,597

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

(*Continued on next page*)

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

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Five engineers from the Spanish automotive industry recently visited the Broadwell Works, Oldbury, of Metal Sections Ltd., a TI company. Picture shows (left to right) Sr. Alberto Pou and Sr. Ricardo Galicia looking on as Mr. D. R. Smith, manipulation and paint shop superintendent, discusses a piece of motor car trim with Sr. J. Bastus.

CAR AND COMMERCIAL VEHICLE PRODUCTION, *continued*

Table 2. Production – seasonally adjusted

Monthly averages. Thousands

	Passenger Cars			Commercial Vehicles		
	Total	Home	Export	Total	Home	Export
1963	134	80	54	33·6	19·9	13·7
1964	156	97	59	38·7	23·8	15·0
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1966 1st quarter	145	93	52	38·9	24·5	14·4
2nd quarter	145	92	53	38·2	23·3	14·9
3rd quarter	136	84	52	37·1	21·4	15·7
4th quarter	110	58	52	31·9	17·6	14·3
1967 1st quarter	123	73	50	31·4	18·2	13·3
2nd quarter	130	82	48	31·6	20·0	11·6
3rd quarter	127	84	43	31·7	21·1	10·6
4th quarter	138	91	46	33·6	22·7	11·0
1968 1st quarter	145	85	59	33·6	21·8	11·8
2nd quarter	145	78	67	32·6	20·6	12·0
3rd quarter	155	85	70	33·5	21·1	12·3
4th quarter	161	90	72	36·7	22·9	13·8
1969 1st quarter	141	76	65	38·7	23·1	15·6
1968 January	132	87	44	31·3	21·1	10·2
February	145	84	60	33·4	21·6	11·9
March	157	84	73	36·0	22·8	13·3
April	145	81	63	33·2	21·1	12·1
May	150	81	69	33·0	20·8	12·2
June	142	73	68	31·7	20·0	11·8
July	153	83	71	32·2	20·5	11·7
August	147	82	65	33·4	20·5	12·9
September	163	90	73	34·9	22·4	12·5
October	160	92	68	34·7	22·0	12·7
November	163	90	73	37·1	23·2	13·9
December	160	87	74	38·4	23·7	14·7
1969 January	160	90	70	43·5	26·2	17·3
February	144	78	66	40·2	23·8	16·3
March	119	59	59	32·4	19·3	13·1
April	141	74	67	40·0	23·5	16·5
Average of:						
1968/69 Nov.-Jan.	161	89	72	39·7	24·3	15·3
1969 Feb.-April	135	70	64	37·5	22·2	15·3
Percentage increase	–16	–21	–11	–5	–9	—

Gold and convertible currency reserves in May

HM TREASURY announce that after loan repayments totalling £94 million, the gold and convertible currency reserves fell by £33 million during May, to stand at £1,006 million at the end of the month.

Turnover of the catering trades, laundries and dry cleaners and hairdressers in April

CATERING TRADES' turnover in April 1969 was 8 per cent higher than in April 1968, an increase somewhat larger than in the previous two months. The increase in turnover for laundries and dry cleaners and hairdressers between April 1968 and April 1969 showed little change from that recorded between the first quarters of 1968 and 1969.

Catering trades

There was a modest upward movement in the trend of the value of catering trades' turnover, with the seasonally adjusted index showing a 1 per cent rise between the three months ended January and the three months ended April.

Value of catering trades' turnover

Seasonally adjusted index numbers of sales per week (current prices) 1964 = 100

	1967	1968	1969		
1st quarter	114	116	122		
2nd quarter	113	116		3 months ended January 1969	122
3rd quarter	114	118		3 months ended April 1969	123
4th quarter	113	122			

The value of the turnover of licensed hotels in April was 12 per cent higher than a year earlier, larger than the corresponding increases which have been recorded in recent quarters. The increases in the value of the turnover of public houses, of restuarants, cafes, etc., and of canteens (8, 4 and 5 per cent respectively compared with a year earlier) were each much the same as had been recorded in the previous four months; precise comparison with the first quarter's figures may be misleading because of the different incidence of Christmas and New Year spending in 1968/69.

Laundries and dry cleaners

The value of the turnover of laundries maintained the same 3 per cent increase on a year earlier as had been experienced in the first quarter of the year. Dry cleaners continued to show a lower level of turnover than in the comparable months of 1968, with a decline of 1 per cent between April 1968 and April 1969 – despite the fact that the 1968 figure was itself lower than April 1967.

Hairdressers

Men's hairdressers and women's hairdressers each showed a 1 per cent increase in turnover between April 1968 and April 1969, a smaller increase than had been recorded between the first quarter of 1968 and first quarter of 1969 – perhaps partly because of the relatively bouyant sales of April 1968, with which the comparison was made.

Table 1. Catering

Index numbers of turnover per week and percentage increases on a year earlier† 1964 = 100

Kind of Business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Caterers (£1,985 million)	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968	117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969		107				108	104	109	124								
	1968	*3*	—	*4*	*3*	*6*	*1*	*1*	*–1*	*7*	*2*	*4*	*1*	*4*	*4*	*7*	*8*	*5*
	1969	*7§*	*7*				*12*	*4*	*5*	*8*								
Licensed hotels and holiday camps (£286 million)	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969		91				87	87	97	120								
	1968	*7*	*2*	*7*	*7*	*10*	*4*	*3*	*–1*	*11*	*3*	*7*	*7*	*9*	*6*	*10*	*13*	*8*
	1969	*10§*	*9*				*14*	*6*	*8*	*12*								
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967	112	100	120	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969		104				103	103	105	120								
	1968	*4*	*1*	*5*	*4*	*4*	*1*	*2*	*1*	*7*	*4*	*4*	*2*	*4*	*5*	*4*	*5*	*4*
	1969	*3§*	*3*				*7*	—	*2*	*4*								
Public houses (£1,033 million)	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969		111				115	107	112	129								
	1968	*2*	*–1*	*3*	*1*	*6*	*1*	—	*–3*	*7*	*1*	*3*	*–1*	*2*	*2*	*8*	*9*	*4*
	1969	*9§*	*9*				*14*	*6*	*6*	*8*								
Canteens (‡) (£145 million)	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969		120				119	119	123	111								
	1968	*5*	*5*	*2*	*6*	*5*	—	*4*	*11*	*–5*	*5*	*4*	*6*	*7*	*5*	*5*	*4*	*6*
	1969	*5§*	*6*				*8*	*4*	*5*	*5*								

† The monthly periods consist of four weeks, except those marked * which are of five weeks. The April 1969 period was the four weeks from March 30, 1969 to April 26, 1969, the April, 1968, period was from March 31, 1968 to April 27, 1968.
‡ Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.
§ January to April.

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TURNOVER IN THE CATERING, LAUNDERING AND DRY CLEANING TRADES, *continued*

Table 2. Laundries and dry-cleaners (excluding launderettes)

Index numbers of turnover per week and percentage increase on a year earlier†

1966 = 100

Kind of Business (Turnover in 1966 Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all laundries and Dry-Cleaners (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969		97				93	97	101	102								
	1968	—	*-1*	*-1*	*-1*	*2*	*-4*	*-3*	*4*	*-4*	*1*	*-1*	—	—	*-2*	—	*3*	*1*
	1969	1½	*1*				*4*	*-1*	*1*	*2*								
Laundries (£81 million.	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969		101				99	100	103	101								
	1968	*1*	—	*-1*	*1*	*3*	*-3*	*-2*	*4*	*-5*	*1*	*-1*	*1*	*1*	*1*	*3*	*4*	*3*
	1969	3½	*3*				*4*	*2*	*4*	*3*								
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969		92				84	91	98	103								
	1968	*-2*	*-2*	*-2*	*-3*	*-1*	*-6*	*-4*	*4*	*-2*	—	*-3*	*-2*	*-1*	*-6*	*-4*	*2*	*-2*
	1969	2½	*-3*				*3*	*-5*	*-4*	*-1*								

For notes see Table 1.

Table 3. Hairdressers

Index numbers of turnover per week and percentage increase over a year earlier†

1966 = 100

Kind of Business (Turnover in 1966 Provisional Estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969		101				99	98	104	106								
	1968	*2*	—	*2*	*3*	*3*	*-2*	*-1*	*1*	*3*	—	*3*	*2*	*2*	*3*	*2*	*3*	*3*
	1969	2½	*3*				*5*	—	*3*	*1*								
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969		100				101	98	99	102								
	1968	*2*	—	*4*	*3*	*2*	*1*	—	*-1*	*5*	—	*6*	*1*	*3*	*5*	*1*	*2*	*4*
	1969	2½	*2*				*1*	*1*	*4*	*1*								
Women's hairdressers and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969		101				99	97	106	107								
	1968	*2*	—	*2*	*3*	*3*	*-2*	*-1*	*1*	*3*	*1*	*2*	*3*	*2*	*2*	*3*	*3*	*3*
	1969	2½	*3*				*7*	*-1*	*2*	*1*								

For notes see Table 1.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the films Acts 1960 to 1966 during the week ended Friday, June 6, 1969. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Mining Review No. 10 – 22nd Year	Br/E 34162	10	June 2	Data Film Distributors Ltd.	National Coal Board
Naked Evil	Br/E 34163	79	June 2	Columbia Pictures Corp. Ltd.	Gibraltar Films Ltd.
The File of the Golden Goose	Br/E 34164	106	June 3	United Artists Corp. Ltd.	Caralan Productions Ltd., and Dador Productions Ltd.
Movietone News 2087	Br/E 33814	7	June 6	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movetone News 2087A	Br/E 33815	9	June 6	" " "	" "
Pathe News 69-45	Br/E 33866	8	June 6	Warner-Pathe Distributors Ltd. "	Associated British-Pathe Ltd.
Pathe News 69-46	Br/E 33867	8	June 6	" "	" "
				FOREIGN	
Sam Whiskey	F 34163	92	June 5	United Artists Corp. Ltd.	Brighton Pictures Inc.

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ECGD in the financial year 1968-69

THE FOLLOWING STATEMENT on the past financial year's results was issued on June 2 by Sir Anthony Percival, the Secretary of the Export Credits Guarantee Department.

The financial year 1968-1969 saw a continued expansion in the turnover of ECGD and a further increase in the proportion of UK exports insured by ECGD. We have also widened the scope of our facilities to exporters.

Trading accounts and premium rates

Our operations in the year show a total surplus on our 'commercial' and 'national interest' accounts of £13·9 million, due mainly to recoveries on claims for transfer defaults from earlier years.

Business insured under our 'commercial account' resulted in income from premiums of £10·2 million (compared with £7·8 million in the previous year). Claims paid totalled £12·4 million. Recoveries amounted to £9·2 million. Interest on reserves, etc., came to £4 million, and the cumulative reserve on the 'commercial' account rose by £8·7 million to £65·3 million from £56·6 million at the beginning of the year.

Business transacted under the 'national interest' account resulted in income from premiums of £5·9 million. Claims paid totalled £2·1 million. Recoveries were £0·3 million. Interest on this account came to £1·5 million, and the cumulative reserve rose by £5·2 million to £29·1 million compared with £23·9 million at the beginning of the year.

The high incidence of claims due to failure of the buyer, to which we drew attention last year, has continued. On the 'commercial' account, these claims – on which we expect only small recoveries – totalled £5 million, while claims due to the default of governments – on which there are good prospects of eventual recovery – were also £5 million.

The trading accounts are summarized in a table attached to this statement.

As our business expands, so our liabilities increase in proportion, but the ratio of reserves to liabilities on the 'commercial' account this year remains unchanged at around 3·8 per cent. There is no scope at present for a general reduction in our premiums, although improved conditions in several major markets, notably Argentina and South Africa, have enabled us to reduce our premium rates for exports to these markets. Our rates continue to compare most favourably with those of our competitors abroad.

Business covered

Business insured in 1968-69 was 29 per cent higher by value than the previous year. Total direct UK exports increased in the same period by roughly 21 per cent by value, and the proportion of direct exports covered by us rose to 34·7 per cent. 'Commercial' business covered increased from £1,735 million to £2,202 million, and 'national interest' business (including virtually all Financial Guarantee business) from £154 million to £228 million.

Advances made by financing banks covered by Supplementary Bank Guarantees nearly doubled during the year from £201 million to £394 million. As advances against Financial Guarantees increased in the same period from £126 million to £151 million, the total amount advanced by banks and covered by ECGD increased from £327 million to £545 million, an increase of 67 per cent. Within these totals guarantees to banks on longer term transactions (i.e. 2 years or over), financed at the 5½ per cent interest rate increased by £70 million to £274 million and guarantees on shorter term transactions (up to 2 years) financed at Bank Rates increased by £148 million to £271 million.

Although many exporters still prefer to finance their exports by assigning their ECGD insurance to their bank, the substantial increase in the use made of our guarantees to banks indicates that our arrangements are flexible and that we are more and more meeting the financing needs of exporters. The vast majority of our policyholders are eligible for these guarantees.

As announced by the President of the Board of Trade on May 23, 1969, we are now extending our buyer credit cover (i.e. guaranteeing direct lending to an overseas buyer) to a wider range of contracts to include 'non-project' business (such as aircraft) and we are extending this option to any contracts over £1 million. We intend to extend this buyer credit cover by stages to contracts of a lower figure in the light of the demand.

For these new Buyer Credit Guarantees, the permissible length of credit and all other aspects of the terms of payment will be the same as for supplier credit insurance for the same transaction. (The existing Financial Guarantees, with their selective application of special credit terms, will continue to be available). In many cases buyer credit will allow greater flexibility in the financing of progress payments during construction, will meet the financing problems of some more lightly capitalized industries, or offer credit in a form more compatible with the financial structures of some overseas markets. The selection between this form of cover or supplier credit insurance will rest with the exporter.

Lines of credit

We have also extended our business in lines of credit because other countries have widely begun to adopt this particular technique. Last year five lines of credit were agreed for a total value of £49·2 million, and a further twelve are under consideration in Latin America, Africa and East Europe. Such credits make it possible for banks to take the initiative in finding opportunities for British exports. Once a credit has been established, the buyers know that finance will be available and the exporter can negotiate a sale without concerning himself over the credit terms. Our job is to see that potential exporters are aware of these credits but it is up to exporters to take full advantage of the opportunities they provide.

Market cover

Despite the tension in Eastern Europe arising from the political situation in Czechoslovakia, the continuance of the civil war in Nigeria, the riots in Pakistan and political and economic difficulties in many other parts of the world, we have continued to make credit insurance available for all markets except Rhodesia.

Payment of arrears

Agreements for the payments of arrears have now been negotiated with all the countries – Ghana, the U.A.R., Indonesia and Guinea – whose exchange difficulties have led us to pay substantial 'transfer claims' in recent years. We anticipate a steady flow of recoveries from these arrangements, and, as the economic conditions in each of these countries improve, we expect to be able, progressively, to increase the amount of cover available.

The future

There is no sign of any levelling-off in our traditional insurance business, and with the lines of credit already negotiated, and those we

	'Commercial' business				'National interest' business			
	1967-1968		1968-1969 (Provisional)		1967-1968		1968-1969 (Provisional)	
Insurance + Income:								
Premium	7·8		10·2		5·0		5·9	
Recoveries	7·8		9·2		0·2		0·3	
Interest	3·2		4·0		1·2		1·5	
		18·8		23·4		6·4		7·7
Insurance + expenditure:								
Claims payments	14·5		12·4		2·9		2·1	
Administration and services	3·0		3·4		0·3		0·3	
		17·6		15·8		3·2		2·44
Insurance + balance		+ 1·2		+ 7·6		+ 3·2		+ 5·3
Bank Guarantee + balance†		+ 0·7		+ 1·1		+ 0·1		- 0·1
Increase or decrease in Revenue Balance		+ 1·9		+ 8·7		+ 3·3		+ 5·2
Cumulative reserve at beginning of year		54·7		56·6		20·6		23·9
Cumulative reserve at end of year		56·6		65·3		23·9		29·1

† Bank guarantee claims are normally recovered, either by payment of a claim under the insurance or by recourse to the exporter. A separate account is kept for bank guarantees: as this is largely a matter of 'leads and lags,' only the balance of this account is shown in the above tables.

hope to negotiate in the near future, together with extension of our buyer credit guarantees, we expect in the coming year to be insuring a growing proportion of British overseas business. We expect to be still more closely involved with the financing of exports by banks. As to the financial outlook for ECGD, it is the essence of our business that caution has to be balanced against the need to take risks. We promise security to our clients but we cannot give it to ourselves.

Export Credits Guarantee Department

DURING THE QUARTER ended March 31, 1969, the Export Credits Guarantee Department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1968, up to a maximum of £300,866,116 in respect of guarantees amounting to £496,886,889;

(b) under Section 2 of the Export Guarantees Act, 1968, up to a maximum of £61,084,240 in respect of guarantees amounting to £64,556,789.

British exports do well in EFTA

BRITISH EXPORTS to EFTA countries were 17 per cent higher in the first quarter of 1969 than in the same period last year, reports the EFTA Secretariat in Geneva. This rise was greater than the EFTA average, and over twice the increase in the United Kingdom's total exports.

Total EFTA trade

Total EFTA imports in the first three months of 1969 amounted to $10,331 million, nearly 6 per cent higher than in the same quarter of the previous year. Exports, at $8,697 million, showed a rise of 11 per cent. Seasonally adjusted data show that from the fourth quarter of 1968 to the first quarter of 1960 both total imports and total exports of the EFTA countries combined rose 1.2 per cent. From February to March 1969 these imports and exports increased by 0.4 and 0.1 per cent respectively.

Intra-EFTA trade

Trade between the EFTA countries on the first quarter of 1969 amounted to $2,320 million (f.o.b.), i.e. about 27 per cent of their total exports. This represented an increase of 14 per cent compared with the first quarter of 1968, and was a considerable improvement over the year-to-year rates of growth achieved between the first quarters of 1967 and 1968 or 1966 and 1967. Seasonally adjusted figures show a rise of 2.6 per cent in intra-EFTA trade between the fourth quarter of 1968 and the first quarter of 1969, a rate of growth twice as fast as that of EFTA's total exports. This is also true of the increase of 0.7 per cent in intra-EFTA trade between February and March 1969. Particularly striking in the quarterly data was the increase in United Kingdom exports to EFTA partners of 17 per cent over the first quarter of 1968. Very large increases were recorded in United Kingdom exports to Switzerland and Portugal. A fall in exports to Norway was solely due to trade in ships. Member countries' exports to the United Kingdom also rose much more strongly than United Kingdom total imports. All other EFTA countries also recorded large increases in their exports to the rest of EFTA, though only for Portugal was the rate of growth much faster than for total exports. Norway was the only individual member country to which exports by EFTA partners showed a fall; but again, if trade in ships is excluded, there was a rise of some 8 per cent.

EFTA trade with the EEC

Total EFTA imports from the EEC in the first quarter of 1969 were 5.3 per cent higher than in the first quarter of 1968, while exports to the community showed a rise of 14.4 per cent. All EFTA countries increased their exports to the EEC. Imports by Denmark and Finland from the Community rose sharply, but those by Portugal and the United Kingdom fell. On a seasonally adjusted basis, however, both imports and exports rose by 1.8 per cent between the fourth quarter 1968 and the first quarter 1969. Between February and March 1969 exports to the EEC rose twice as fast as imports, i.e. by 1 per cent as compared with 0.5 per cent.

EFTA trade with the United States

Trade with the United States in the first quarter of 1969 was considerably diminished by the dock strike on the Eastern seaboard. EFTA imports from the United States fell by 10.5 per cent, compared with the first quarter of 1968, and exports were down by 9.4 per cent. Nevertheless, Austria, Denmark, Finland and Norway all managed to increase their exports to the United States. Norway and Finland also recorded higher imports, but the Finnish figures were inflated by an aircraft purchase. On the other hand, seasonally adjusted statistics show a rise of 0.7 per cent in imports from the United States between the fourth quarter 1968 and the first quarter 1969, and a fall in exports of 2 per cent. Between February and March exports fell 0.2 per cent and imports 0.1 per cent.

EFTA trade with the rest of the world

EFTA trade with the rest of the world in the first quarter of 1969 showed very high increases compared with developments in the recent past. Imports were 7.8 per cent higher than in the first quarter of 1968, although Portugal's imports fell by 25 per cent. Exports were 12.8 per cent higher, the largest increases, greater than the rise in their total exports, being achieved by the Scandinavian countries and Switzerland.

Tourist traffic up 32 per cent in first three months of 1969

OVER 209,000 FOREIGN visitors came to Britain in March – 67,000 more than in the same month last year – reports the British Travel Association, Britain's official tourist organization.

A BTA spokeman said the March arrivals brought the total number of foreign visitors to Britain in the first three months of this year to 462,000 – an increase of 113,000 (32 per cent) on the same period of record-breaking 1968.

Visitors from European countries in March numbered 146,000, which was a rise of 53,000 on the same month last year. They brought the total number of European arrivals in the first three months of 1969 to 310,000 – an increase of 85,000 (38 per cent) on that period.

United States visitors in March totalled 45,000. This was an increase of 9,000 on the same month last year and brought the total number of United States arrivals in the first three months of 1969 to 104,000 – a rise of 17,000 (20 per cent) on the period.

BTA publishers 'Digest of Tourist Statistics'

BRITAIN'S REVENUE from tourism – including fares paid to British carriers – represents over 10 per cent of the country's total earnings from invisible exports according to a booklet *Digest of Tourist Statistics* published by the British Travel Association, Britain's official tourist organization.

The 68-page booklet, the first complete compilation of its kind to contain all the basic statistics relating to tourism in Britain, is primarily concerned with visitor figures in terms of numbers and expenditure. It underlines the importance of tourism to the national economy, and makes use of the findings of BTA surveys to illustrate the tourist market. For the first time, a detailed breakdown is given of the overseas motorist traffic to Britain.

The booklet shows the vast growth potential of tourism today. While it took 15 years between 1946 and 1961 to achieve an increase in the number of visitors to Britain of 1¼ million, it is estimated that a similar growth will be achieved in the three-year period 1967-1970. It is estimated that tourist expenditure will be increased by over £80 million between 1967 and 1970, compared with a 10-year period between 1955 and 1965 to gain the same increase.

Digest of Tourist Statistics is available, price 11s. (including postage), from British Travel Association, 64 St. James's Street, London, S.W.1.

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a* 161*-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel, 01-222 7877, Ext. 2479/2480).*

Exhibitions and Fairs

Trade fairs in the USSR

By Robert H. Edmondson, OBE, Chief Executive Officer, Trade Fairs Branch, Board of Trade

ON MAY 28 the doors closed on the eleventh Soviet International Exhibition, Automation '69, in Sokolniki Park, Moscow. The USSR has been a late entry into the field of international exhibitions, the first one being held in August 1964. But the growth of these events has been rapid, and exhibiting in them has become, for many (but not all) British firms, a necessary part and parcel of the process of trading with the Soviet Union. No experienced businessman would suggest for a moment that exhibiting is the only answer; there is much other preliminary and follow-up work to be done, and some trading deals such as the sale of a complete plant or the negotiation of a know-how agreement have little or nothing to do with exhibitions. Nevertheless the growth in United Kingdom exports to the Soviet Union from £36 million in 1964 to £102 million in 1968 cannot be entirely unconnected with the growth in the size, scope and number of exhibitions* in the USSR.

With a considerable forward programme of such events already announced, up to and including 1971, this may be a suitable moment to take stock.

Automation Exhibition

The British-Pavilion at Automation, in Hall 3 at Sokolniki Park, was organized as a Board of Trade Joint Venture with the Scientific Instrument Manufacturers Association (SIMA). Although it was their first participation in an international exhibition, this was by no means SIMA's first appearance in Moscow. It was, in fact, their sixth, the previous five (beginning in 1959) having been individual exhibitions unconnected with international events. The latest and largest of these was in March 1968, when SIMA showed over one million pounds worth of equipment; less than 25 per cent of this was returned to the United Kingdom, and subsequent orders raised the total business attributable to the exhibition to about £1½ million.

In a sense, SIMA were present at Automation by invitation. During the 1968 exhibition just referred to, Mr. Rudnev, Minister for Instrument Building, Automation and Process Control, and Mr. Pavlenko, managing director of International Exhibitions at Sokolniki Park, suggested that at least 20 of the firms then present had products appropriate to the theme of Automation '69 (it was already known that Mr. Rudnev would be chairman of the organizing committee for Automation. A meeting of these firms was held on the spot, with Mr. Pavlenko in the chair; and as a result 30 SIMA firms were represented at Automation on 26 stands, with products which the Soviet specialists definitely wanted to see. The point is worth making. Any firm planning to exhibit in the USSR would be well advised to ascertain whether its products are suitable to the exhibition in question; if necessary, the Board of Trade or the Commercial Department at the British Embassy in Moscow can offer, and obtain, advice.

Mr. Brezhnev (centre) in the British Pavilion at Automation '69. On the extreme right, Mr. Rudnev, Soviet Minister for Instrument Building, Automation and Process Control; next to him, Mr. W. H. Storey, president of SIMA. Extreme left, Mrs. G. Hirschler, SIMA.

It is too early to attempt to quantify the results of Automation. Exhibitors appeared satisfied with the number of serious discussions they had had, and in general felt that their presence had been well worth while. There may hace been slightly fewer purchases ex-stand than on previous occasions; but by May 30 a number of contracts had been signed, and a number of further orders appeared to be definitely in prospect.

The exhibition was visited by Mr. Brezhnev (Mr. Kosygin was in Afghanistan), who expressed appreciation of the British Pavilion and said he was not unacquainted with high quality British products, and had only on the previous day taken delivery of a Rolls-Royce; and by Mr. Wedgwood Benn, Minister of Technology, who also approved of the British display and added that he had also

(*Continued on next page*)

* When, in this context, they talk of exhibitions, the Russians mean what we call trade fairs. The Russian language (like ours) has two separate words: a 'vystavka' meaning a selling fair, and a 'yarmarka', meaning roughly what we would call a prestige exhibition. An international event of the kind discussed in this article is always, in Russian, a 'vystavka'.

TRADE FAIRS IN THE USSR, *continued*

been impressed by the Soviet Pavilions, in particular by their educational technique of explaining clearly and in detail what each exhibit was about. Other visitors included Mr. Mazurov and Mr. Novikov, Deputy Premiers, Mr. Rudnev (several times), and other Soviet dignitaries and officials past counting.

SIMA was represented by the deputy director, Mr. C. W. Robertson, and Mrs. Hirschler; they were responsible – among very many other things – for liaison with the Soviet Commercial Centre set up within the exhibition and staffed by representatives of the appropriate Soviet purchasing organizations. It has now become the practice to set up such a Commercial Centre for each exhibition (for those who know the local geography, it is situated on the gallery at the west end of Hall 4) and many exhibitors found it very useful.

The USSR Chamber of Commerce awarded 12 Diplomas to exhibitors in the pavilion, the recipients being: W. & T. Avery, Bailey Meters and Controls, Dynamco, International Computers, Leeds & Northup, Solartron, Pye-Unicam, Elliott Automation, Taylor Instruments, Hewlett Packard, the George Kent Group and Multitone Electric. These were presented, by Mr. K. I. Smolianov, at the reception given by the SIMA exhibitors in the evening of the British Day, May 22. The Board of Trade also received a Diploma; and a special one was awarded to Mr. Keith McDowall, of the Exhibitions Division, Central Office of Information, who designed the entire British Display.

Apart from accompanying Mr. Wedgwood Benn, the British Ambassador, Sir Duncan Wilson, paid a special visit to the exhibition early on the British Day, before the crowds came, and was able to have an individual talk with each exhibitor. With him was Mr. Norman Cox, Commercial Counsellor at the British Embassy.

Pattern of Soviet exhibitions

The structure of the Soviet International Exhibitions is individual, and indeed unique. Each exhibition is specialized, although the scope may be broad rather than narrow; but the products are grouped into national pavilions or sections. The subjects of the international exhibitions held so far (with a British Pavilion or section at each of them) have been:

Construction Machinery and Equipment, August 1964
Chemical Plant, Equipment and Products, September 1965
Agricultural Machinery, March 1966
Poultry Equipment, August 1966 (Kiev)
Business and Office Equipment, September 1966
Food Preparation and Packaging Machinery, May 1967
Mining Machinery, July 1967
Clothing and Making-Up Machinery, August-September 1967
Municipal and Domestic Equipment, May 1968
Shipping and Marine Equipment, July 1968 (Leningrad)
Automation and Control Processes, May 1969

Mr. Anthony Wedgwood-Benn, Minister of Technology, talking to Mr. A. Gregory and Mr. A. E. Pointer of Elliott Automation, at Automation '69, Moscow. On the extreme left is the British Ambassador, Sir Duncan Wilson.

The Poultry Equipment and Mining Machinery events were held in connection with regular international congresses which, in the years concerned, took place in the Soviet Union; the pattern at each was, however, the same as at the other international exhibitions.

In addition, major all-British exhibitions were staged in Moscow in 1961 and 1966 (organized by Industrial and Trade Fairs Ltd.); there was a British Agricultural Exhibition in 1964; there have been exhibitions of British technical books in Moscow and at Akademgorodok (Novosibirsk); and there has been the series of SIMA exhibitions already mentioned. In connection with these latter (and with the 'salons', mentioned later in this article) a special point should be noted. While at a Soviet-organized international event the general public is admitted – and comes along in enormous numbers – attendance at an individual exhibition staged by SIMA, or by any other association which chooses to do so, is by invitation only. This means that those who come are all officials, technicians, or specialists – and not only from Moscow; at the SIMA event in March 1968 it was estimated that some 50,000 of them came, including a party from the Siberian Branch of the Soviet Academy of Sciences. This method leads to a beneficial concentration of effort on those who really matter.

Forward programme

There will be two further major international exhibitions in Moscow this year: INPOLYGRAPHMASH (Printing Machinery), July 9 to 24, and OBUV (Shoes and Shoemaking Machinery), September 24 to October 8. The British Pavilion at the first will be a joint venture with the British Printing Machinery Association and the Business Equipment Trade Association, and at the second with the British Footwear Manufacturers' Federation. All space in the British Pavilions at both events is already taken up.

A small and highly specialized exhibition entitled Blood Service, in connection with the Twelfth International Congress on Blood Transfusion, will be held at Moscow University from August 16 to 24. This will be international, but will be attended by specialists only.

Two major events are scheduled for 1970 at Sokolniki Park in Moscow. An international exhibition of Textile Machinery (INLEGMASH) will be held from June 2 to 16, and one on Chemistry – virtually a repeat of the 1965 event – from September 10 to 24. Expressions of interest in both these have already been received from British firms, to an extent which indicates that the British Pavilions at both of them will be considerably larger than at the 1969 exhibitions. Definite invitations to participate will be issued shortly, and negotiations have already been opened for the extra space likely to be required.

In 1971 there will be international exhibitions for catering equipment in the spring, and building materials in the autumn. Planning for the British Pavilions at these events will not begin until later this year, but any firms wishing to register their preliminary interest may do so with Trade Fairs Branch, Board of Trade.

The 'salons'

Last year the Russians initiated a new series of exhibitions – much smaller and highly specialized events known as 'salons'. These are for specialists only; but they are *not* open to all-comers, even within the specialized fields covered.

The principle is that the Soviet authorities – the appropriate Ministries and/or purchasing organizations – invite certain specified firms to exhibit certain specified products. The choice lies entirely in their hands; but they have asked us to make known the further series of 'salons' now planned, since it is open to any British firm (these events are international) to *suggest* that one or more of its products might be suitable.

Any firms, therefore, who are interested in any of the 'salons' listed below are invited to inform Trade Fairs Branch (Mr. J. R. Schaffer). They should supply all technical details and specifications of the products they would like to exhibit, and this information should be *as complete as possible*. It will be forwarded to the appropriate Soviet authorities; they have promised to consider it

carefully, although they cannot guarantee to issue an invitation in each case.

At the half-dozen 'salons' so far held, British firms which have participated have found (with a few exceptions) that they have achieved useful results. The Russians have made it clear that, in spite of the fact that they have asked to see it, they can in no case undertake to purchase all the equipment shown at the 'salons'—they wish to examine it first; but experience so far indicates that the system of 'pre-selection' definitely increases the chances of sales.

Future 'salons' will be:

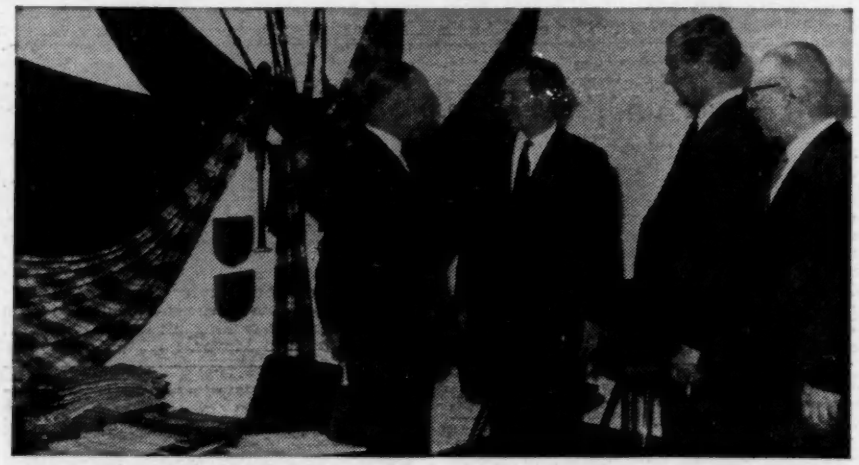
1. Modern machines and equipment for horticulture and viniculture: Kishinev (Moldavia), September 2-15, 1969.
2. Modern equipment and instruments for physical and technological studies: Moscow, October 14-24, 1969.
3. Machines and apparatus for contact welding: Leningrad, November 21-December 2, 1969.
4. Modern machines and equipment for the woodworking industry: Moscow, January 20-31, 1970.
5. Special technological, controlling and measuring equipment for the production and control of micro-electron and integrating circuits: Moscow, January 20-31, 1970.
6. Modern equipment for glass and brick plants and the ceramics industry: Leningrad, May 20-31, 1970.
7. Prosthetic and orthopaedic appliances and materials: Moscow, May 19-29, 1970.
8. Equipment for the production of jewellery: Tallin, July 14-24, 1970.
9. Husbandry mechanization: Kiev, September 29-October 9, 1970.
10. Equipment for the bottling and processing of wine, fruit juices and soft drinks: Tbilisi, September 29-October 9, 1970.
11. Mechanization and automation of postal and telegraph communications: Moscow, October 1-12, 1970.
12. Automation devices for traffic control: Moscow, October 1-12, 1970.
13. Modern geological survey equipment: Leningrad, November 17-27, 1970.

Also projected, but not yet confirmed, are events for airport equipment (July 1970) and railway rolling stock (August 1970).

Some further details about the first six of these 'salons' are available at Trade Fairs Branch. Inquiries about these, or any other aspects of exhibiting in the USSR, should be addressed to Mr. J. R. Schaffer at Trade Fairs Branch, Board of Trade, Broadway Buildings, 54 Broadway, London, S.W.1 (Tel. 01-222 7877, Ext. 2785).

British exhibitors enjoy another successful Interstoff

A report from the British Consulate-General, Frankfurt



Mr. A. H. Ballantyne, HM Consul-General, at Frankfurt (left), talks to one of the British exhibitors at the Frankfurt Interstoff. On the right are Mr. G. Richardson, of the British Wool Textile Export Corporation, and Mr. N. Rothwell, of the Textile Council.

THE 21st Interstoff, which took place at the Frankfurt Fair grounds from May 20-23, was the largest spring Interstoff ever held, with the numbers of exhibitors and visitors breaking all previous records. 496 direct exhibitors took part including 326 from 16 foreign countries, and the fair was attended by over 16,000 trade buyers of whom 48 per cent came from 64 foreign countries. Fifty-six British companies formed the largest foreign contingent from outside the EEC and only France and Italy could boast a larger foreign representation.

The British joint venture group, comprising by far the largest single group of exhibitors at the Interstoff, has in recent years established itself as one of the Fair's major attractions. The Fair organizers, recognizing the group's size and importance, have for the first time made available to the joint venture exhibitors their own separate hall, which will continue to be occupied in its entirety by the British joint venture group at future Interstoffs. The opening of this additional hall provided the group with more space than they would otherwise have obtained and exhibitors took full advantage of the larger stand area available to them. The joint venture group, sponsored by the Textile Promotion Consultative Committee in collaboration with the Board of Trade, consisted of 35 exhibitors supported, as usual, by the Textile Promotion Consultative Committee's information stand manned by representatives of the British Wool Textile Export Corporation and the Textile Council. The information stand, attractively draped with sample lengths of cloth, served as a busy centre for the joint venture group, and staff dealt with a stream of inquiries from foreign buyers.

British exhibitors at the Interstoff, like their competitors, measure the success of their participation not so much by the amount of substantive business booked, but rather by the number of orders for sample lengths of cloth, which, after sampling for the 1970 spring and summer season, can lead to substantial repeat business. The joint venture exhibitors, displaying a full range of cottons, silks, synthetic fibre fabrics and woollens, reported that they were pleased with the number of sampling orders booked by existing and new contacts, and although it is difficult to predict how much business will result from sampling, they were hopeful that substantial repeat business will follow in the next few months. A number of the British exhibitors also booked an encouraging number of bulk orders in addition to further business that should result from sampling. Although it was generally the well established British companies which have been exhibiting here for some time which reported the best results, it was heartening to hear from one newcomer that his first participation had brought him at least £10,000 worth of substantive business in addition to a large number of sample orders. As might be expected, most business transacted by British exhibitors was with EFTA buyers (particularly Scandinavia and Austria) though business was also reported with buyers from the EEC countries, the USA, Canada and Australia. On the third day of the Fair Mr. A. H. Ballantyne, HM Consul-General at Frankfurt, toured the British joint venture exhibitors who were able to report to him an encouraging level of activity and orders.

The independent British exhibitors, many of whom are seasoned regulars at this event, repeated their successes of previous years and returned home well pleased with the results of their participation. Manufacturers of man-made fibres, including one large British company, were again allowed to display fabrics made from their fibres, in information pavilions, which proved to be a major attraction for buyers.

As usual the emphasis at the Spring Interstoff was on ladies' fashion fabrics. The increasing popularity of easy-care, lightweight washable fabrics, particularly cottons blended with man-made fibres, was clearly in evidence this year. Jersey fabrics were also well to the fore and very popular with buyers, and wool as a spring and summer fabric seems to have lost ground to the synthetics. The colour emphasis was on cool pastel shades and neutrals, and white was also much in evidence. British exhibitors had accurately forecast fashions a year ahead, and their imaginative designs, allied to a skilful use of colours, once again combined to capture the interest of buyers.

The Interstoff has long since established itself as Europe's biggest and most important trade fair for fashion fabrics and the ever increasing number of exhibitors and trade visitors from many countries are themselves indicative of the importance and international appeal of this event. The steadily increasing level of British participation at successive Interstoffs confirms the value which British companies place on displaying their fabrics in this international showplace before an ever larger number of foreign buyers, and the successes achieved by British companies this year, largely due to their flair for design innovation and competitive prices, have once more amply demonstrated the ability of the British textile industry to export finished fabrics in the face of keen international competition.

Joint venture at Amsterdam Precast Concrete Exhibition

A report from the British Embassy, The Hague

THE INTERNATIONAL trade fair of machinery and equipment for the precast concrete industry took place in the RAI exhibition centre in Amsterdam from May 19 to 23. Held under the auspices of the Dutch Precast Concrete Manufacturers Association to coincide with the tri-annual congress of the precast concrete industry, it covered an area of approximately 10,000 square metres in the centre's Westhal and Europahal.

Eighty firms exhibited a great diversity of machines larger than anything shown at previous fairs held in connection with the congresses. German Federal Republic participation was particularly strong with 31 firms, and manufacturers from the host country accounted for another 27. The remainder was composed of firms from Great Britain, France, Switzerland, Sweden, Belgium, Denmark, Austria, the United States and Spain, the last three with only one firm apiece.

Five British companies took part in a joint venture with the support of the Board of Trade and sponsored by the British Precast Concrete Federation, the latter also being responsible for the combined British information stand. These British exhibits included pre-stressed concrete systems, a three mould slab press, reinforced precast concrete casing blocks, measuring tapes, steel rules and moulds and formworks. Nearly all of the joint venture participants were already either established or doing business in the Netherlands but they were nevertheless gratified to have received a satisfactory number of inquiries from visitors from 17 countries. Given the nature of the product being shown at this exhibition it was not to be expected that orders would be placed on the spot but there was confidence that orders would follow in view of the interest aroused. All were emphatic that their participation had been worthwhile.

The British Consul-General in Amsterdam, Mr. R. T. Landale, accompanied by the Commercial Counsellor at the British Embassy in The Hague, Mr. G. L. Pearson, visited the exhibition and toured the joint venture stands on May 22.

Caen's first British store promotion introduces wide range of products

WHOLEHEARTED co-operation by one of the largest department stores in Caen – a branch of the Nouvelles Galeries Group – has ensured a firm commercial basis for this year's 'British Cultural Week', an event that has been organized in alternate years since 1961 by the Association France-Grande Bretagne in collaboration with the University of Caen and with the help of the British Council.

The British promotion at the Nouvelles Galaries exemplified the group's policy of increasing their purchases of British goods, and new buying for the promotion covered a wide range of products, many of which had not previously been carried by the store.

The following account has been received from the British Embassy in Paris:

Leading citizens of Caen, including the deputy mayor, chief of police and the president of the General Regional Council, assembled at the Nouvelles Galeries department store on April 19 to celebrate the opening of the largest British promotion ever to be held in Caen. The visitors were escorted past the busy British food stall, near the entrance, where customers were lining up to buy such well-known products as Marks & Spencer's and Cadbury's biscuits, Robertson's jams and marmalades, Heinz's sauces, Tyne Brand tinned foods, packets of tea and Johnnie Walker's Scotch whisky. Nearby was a display of Yardley's cosmetics, where make-up demonstrations were held. On the same floor was a boutique featuring British records and books.

On the first floor, visitors saw the most extensive display of Marks & Spencer's lingerie, knitwear, blouses, dresses and skirts ever to have been shown in France, which met with an excellent response. On the next floor, attention was immediately caught by a spacious boutique containing a fine selection of British reproduction furniture. Competitively priced, this proved to be a firm favourite as the promotion progressed and sales were reported as being most encouraging. Across the aisle was a display of British silverware, chinaware and glassware.

Much of the success of the promotion was due to the imaginative display material provided by the Board of Trade, which, together with the store's own heraldic banners, highlighted the point-of-sale displays.

The success of this promotion has given the Nouvelles Galeries chain as a whole invaluable experience in preparation for the series of British promotions which they intend to hold in 40 of their largest stores in October 1970. This increasing tendency on the part of Nouvelles Galeries to buy British is particularly encouraging because they are generally recognized to be one of France's most dynamic and fast-growing store chains.

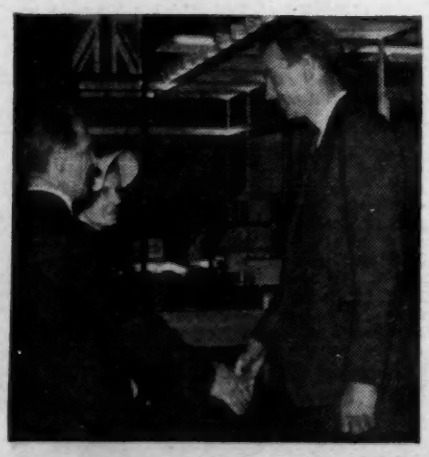
Lord Mayor of Westminster to open British Shopping Week in Gothenburg

THE BRITISH SHOPPING WEEK to be held in Gothenburg from September 19 to 28 will be opened by the Lord Mayor of Westminster, Councillor Leonard Pearl, at a ceremony in the Gustav Adolfs Torg. The Lord Mayor, who will be accompanied by his wife the Lady Mayoress, is visiting Gothenburg for three days at the invitation of the Mayor, Mr. Hans Hansson.

The British Shopping Week, known locally as 'London Week', is organized by Gothenburg retailers as a follow-up to the very successful British Week in Stockholm last autumn, with the support of the British Embassy and the Consulate-General in Gothenburg and of the Board of Trade and the BNEC Export Council for Europe.

Councillor Pearl, who assumed office on May 22, will be making his first official visit overseas as Lord Mayor.

MRS. DUNWOODY AT BUDAPEST FAIR



Being welcomed to the Pye Unicam stand at the Budapest Trade Fair, Mr. Jeno Fock, Hungarian Prime Minister (left) and Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade. Mr. David Tyreman, Pye Unicam export executive, is on the right.

Change of date for British promotion at French store

MANUFACTURERS should note that the date for the British promotion to be held in the Paris department store La Samaritaine announced in the *Journal* of June 4 (page 1561) has been changed. The event will now take place from February 11 to March 7, 1970.

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks—'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.

Colourful synthetic fibre nets on the stand of ICI Fibres caught the eye of Mr. Anthony Wedgwood Benn, Minister of Technology when he opened the World Fishing Exhibition at Olympia. Three leading British netmakers who between them account for nearly half the total fishing net production of Western Europe joined forces with ICI Fibres at the show – Bridport-Gundry Ltd., W. & J. Knox Ltd. and J. & W. Stuart Ltd.

UK foodstuffs do well at British Shopping Week in Luneburg

British foodstuffs and drinks at one of the 100 branches of the Spar chain during the British Shopping Week at Luneburg. Picture shows, left to right, Herr Busse, general manager of the Spar Centrale; Mr. J. M. Leadbitter, HM Consul-General, Hanover; and Mr. R. Butters, HM Consul Commercial.

EXCELLENT SALES of British foodstuffs, especially confectionery and jams, were reported by the SPAR organization, a grocery chain with 100 branches in the Luneburg area, which put on a special promotion to coincide with the British Shopping Week organized by Luneburg retailers and town authorities from May 10 to 18 with support from the British Weeks Directorate of the Board of Trade. The SPAR stores made full use of this opportunity to introduce many new lines of British foodstuffs to their customers throughout Lower Saxony.

All the leading shops in Luneburg took part in the British Shopping Week including two department stores, one of them a branch of Karstadt, the chain of department stores with branches throughout the Federal Republic of Germany. In addition to food and drinks, British goods on sale ranged from furniture and carpets to crockery, clothes and handicraft tools. Window displays in the larger stores were particularly arresting and many small shops also made a special effort to do justice to the British goods that they had to offer. The Shopping Week was formally opened by Herr Trebchen, Oberburgermeister of Luneburg, before a large crowd in the town's ancient market square. Also present were Staatsekretar G. Hartkort of the Federal Ministry of Foreign Affairs (representing Herr Brandt, the Federal Foreign Minister) and Mr. Francis Brooks Richards, Charge d'Affaires at the British Embassy in Bonn.

Luneburg retailers reported extremely good business during the Shopping Week, and many indicated their intention to continue to stock new ranges of British goods that had been introduced for the promotion. The popularity of British carpets, sales of which began on the eve of the promotion and continued throughout the week, delighted the manager of the Karstadt store. A leading delicatessen was very pleased with the sales of British drinks and foodstuffs, and yet another store found – like the SPAR stores – that sales of British confectionery were exceptionally good. Ladies' ready-to-wear skirts were also most successful.

Throughout the Week various cultural events were arranged, many of them in conjunction with Scunthorpe, Luneberg's 'twin' town. The Mayor of Scunthorpe, Mrs. I. A. Cropper, attended the festivities during the Shopping Week and opened several displays and exhibitions, some of which have been brought across from her home town.

The regional exhibition 'Von Berg Zum Meer' (From the Mountains to the Sea), which ran concurrently with the Shopping Week, attracted large numbers of visitors to the city – a factor that contributed greatly to the sales of British goods.

British military bands drawn from units stationed in Germany also contributed to the festivities.

Strong British representation at Teho '69 Helsinki

A report from the British Embassy, Helsinki

TEHO '69, the International Exhibition of Agricultural, Forestry and Household Equipment, was held in the Helsinki Exhibition Halls of the Finnish Fair Corporation from April 18-27. The exhibition was preceded by the annual National Forestry Week and its opening was timed so as to allow delegates from the forest industries to attend, and to coincide with the turn of the winter and summer working seasons. Reduced rail and domestic air fares were made available to encourage visitors from the remoter areas of the country.

The exhibition, which is the most important of its kind in Finland, was this year presented in a new form but generally followed the traditions of its predecessors, the Work Efficiency Exhibitions, held every five years under the auspices of the Work Efficiency Association. The main groups of exhibits covered agricultural and horticultural machinery and equipment, transport equipment for the forestry industries and garden tools. Emphasis was placed on repair and servicing equipment for these sectors, and oil and greasing agents. The construction, interior fitting and equipping of farm buildings was also featured. The household sections contained exhibits of domestic equipment and products for interior decoration. Leisure equipment, including saunas and camping equipment, were also displayed, together with household deep-freezing, laundering and cleaning machines. The advisory sections, sponsored by the Work Efficiency Association, included visual and work displays covering consumer information, practical and economic factors in the purchase of equipment, agricultural improvement, land drainage, the servicing of machinery and the questions of work safety.

A total of 64,957 visitors attended the exhibition, of which 36,455 were paying visitors, 21,552 customers invited by exhibiting firms and agents and 6,950 special visitors.

Total exhibition area amounted to 17,207 square metres of which 9,938 square metres was within the exhibition halls and 7,269 square metres of outdoor space was reserved for the display of heavy transportation and logging equipment, tractors, earth-moving, well-boring and other agricultural machinery. The total space allocated to consultation and advisory services amounted to 6,628 square metres. Domestic exhibitors naturally dominated the exhibition which, nevertheless, had aroused interest abroad, and among the foreign exhibitors were representatives from Britain, the Federal Republic of Germany, Austria, France and Sweden. The inauguration took place on April 18 and was honoured by the presence of HE The President of the Republic of Finland whilst Mr. Johannes Virolainen, Minister of Education, formally opened the exhibition, and Professor Martti Sipilä, president of the exhibition committee, delivered the opening address.

In conjunction with the Board of Trade, the Agricultural Engineers' Association arranged joint venture participation by four member firms on a central island site of 128 square metres in Hall C which is reserved for official participants from abroad. Of the firms exhibiting F. Perkins Ltd. featured a range of diesel engines, Wright Rain Ltd. irrigation and slurry handling equipment and pumps, Landmaster Ltd. exhibited horticultural and domestic cultivators with ancillary equipment, and Tinsley Wire Ltd. wire netting and barbed wire. The British section was arranged in such a way that the exhibitors had two frontages and the simple shell stand treatment with its Union Jack motifs and arresting floor covering in orange boucle combined to present a striking 'island' site. During his tour of the exhibition President Kekkonen paid a special visit to the British pavilion and was introduced to the British representatives manning the stands and their Finnish agents by Mr. A. H. Reed, Commercial Counsellor of the British Embassy, Helsinki. Of the foreign exhibitors at the exhibition British manufacturers appeared to have the strongest direct representation. In addition to the exhibitors on the British stand, the products of 17 other British manufacturers were exhibited on agents' stands including manufactures by Ransome, Simms & Jeffries, Kenwood, Hoover, Howard Rotavator, David Brown, Massey-Ferguson, Tudor Accessories and Cimex International Ltd. Although attendance figures were down on previous shows most British exhibitors and their agents expressed themselves satisfied with the results of their participation, and the event was a useful precursor for the British Trade Drive in Finland during 1970.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Visiting the Boltless Systems stand at the Materials Handling Exhibition, Glasgow, which ended on May 24, are the Lord Provost of Glasgow and Miss Angela Ananides a visitor from Greece and, extreme right, Sir Eric Yarrow who opened the exhibition. Mr. David Morrison, the Boltless Systems Scottish manager, told his visitors that in the first four days of the exhibition his company had taken over £120,000 in orders from overseas and all parts of the United Kingdom.

During his tour of Teho '69, Helsinki, President Kekkonen of Finland paid a special visit to the British Pavilion, where he was introduced to British representatives. Picture shows, left to right: Mr. G. T. Burgess, First Secretary Commercial, British Embassy, Helsinki; Mr. T. Strömberg, Hans Palsbo Oy, Perkins Group Ltd. agent; Mr. Peter Collins, general public relations manager, Perkins Group Ltd.; Mr. A. H. Reed, Commercial Counsellor, British Embassy, Helsinki; President Kekkonen. (See report on page 1637.

Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export business.

Overseas trade fairs lead to big export orders

SALOPIAN INDUSTRIES (METALS) LTD. of Shrewsbury, manufacturers of Salmet Laying battery cages and rearing cages, received over £1 million of export orders in the last year. They say that much of this business originated from giving 'on the spot' demonstrations of the equipment at trade fairs.

Each year the company exhibits, in conjunction with its agents, in Sweden, Belgium, Holland, Spain, the Federal Republic of Germany, Italy, Yugoslavia and Greece. Exhibitions in other countries are attended at regular intervals.

The company believes that perhaps the most significant results obtained from shows are not only the orders obtained from the host country but the orders that come from visitors to the show from other countries.

Salopian Industries cite the Verona Fair as a typical example, where in the Board of Trade British Agricultural Export Council pavilion they received inquiries for over £400,000 worth of Salmet equipment from seven different countries.

Bevan Funnell US showroom success

BEVAN FUNNELL LIMITED report that they have £30,000 worth of orders during the first week of the spring market at the Home Furnishing Mart in Hickory, North Carolina. This represents a 50 per cent increase over last year's £58,000 exports to the United States by Bevan Funnell – achieved in seven days.

The showroom, the second in the United States devoted exclusively to the company's Reprodux range, is the springboard for in-store promotions planned for all the important cities in the territory of Mallory Webster, Bevan Funnell's American agents, during the coming months.

Raleigh at Tripoli

RALEIGH INDUSTRIES of Nottingham have recently undertaken a sales mission to Libya and the Gulf territories which culminated in a 3-weeks' display of their bicycle and toy products in the British Pavilion organized by the Board of Trade at the Tripoli Trade Fair (March 6-26).

Raleigh, who are fighting mainly Italian competition in the Libyan market, reported 'tremendous public interest' at Tripoli in their products and at times found it quite difficult to dislodge enthusiastic would-be cyclists from the exhibits.

As a result of their sales drive, Raleigh obtained orders for bicycles and components to a total value of £130,000, with 50 per cent of this figure being directly attributable to their showing at the Tripoli Trade Fair.

Pictured with the 'Queen of the Show' on the Greeves stand at the Los Angeles Motor Cycle Show, Mr. A. A. E. Franklin (left), HM Consul-General, Los Angeles, and Mr. Edward Wilson, director, Cycle & Motor Cycle Association Ltd.

New Brierley drill grinder at Paris show

Z. BRIERLEY LTD., of Llandudno will be exhibiting a new version of their twist drill grinding machine for the first time in Europe at the 11th European Machine Tool Exhibition, Paris, from June 23-July 2. They are participating in the large joint venture group display by British exhibitors being organized by the Machine Tool Trades Association with the support of the Board of Trade.

The new Mk. IV drill grinding machines are capable of a whole series of operations – from simple point grinding to the more complex point geometries required in modern engineering. Several new design features are incorporated, ensuring precise drill point sharpening and producing consistently uniform results from one drill point to the next. This ensures that drilling machines are kept operating at maximum capacity at all times.

New optical polishing machines at Poznan

ONE OF the new range of optical polishing machines from Payne Products International Limited receives its first major public showing at this year's Poznan Trade Fair, June 8-17. (This firm is part of the strong British group participation organized by the Board of Trade at the fair.)

The machines, which are available in the same size as the company's Lapmaster precision lapping machines, have been designed to provide a mechanical means of processing glass, quartz or metals to a very high degree of flatness and reflectivity in times at least as fast as more conventional equipment.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 *a.m. to* 5.30 *p.m.*

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

France and the United Kingdom

THE *Board of Trade Journals* of March 21, page 871, and March 28, page 944, announced the opening of the quotas for the first half of 1969 for imports into Metropolitan France and the French Overseas Departments and Territories from the United Kingdom. The French authorities gave an assurance that most of the quotas would be fixed at levels not less than those of last year.

The Anglo-French Commercial Agreement of February 6, 1960, has now been formally extended for a further year from January 1, 1969, and the amounts of the quotas covering the export of British goods into France and the French Overseas Departments and Territories are shown in Lists I and II below.

I. Quotas for imports into Metropolitan France from the United Kingdom

Tariff Nos.	Quota No.	Description	Quota
03.01 ex B	1	Sea fish, fresh or frozen	£80,000
03.02 ex B	2	Smoked fillets of cod	£100,000
Ex 06.02	4	Hothouse and greenhouse plants	£5,000
06.03	5	Cut flowers	60 tons
Ex 16.04, 20.01, ex 20.02, ex 20.06, ex 21.07	7	Products of the food industry	£32,000
Ex 20.04, ex 20.05, ex 20.06	14	Mincemeat and lemon curd	£10,000 (UK)
Ex 20.05	15	Jams	£10,000 (UK)
Ex 20.05	15 bis	Marmalades made from citrus fruit or ginger	£85,000 (UK)
20.07 A ex B	16	Fruit juices	£1,500 (UK)
Ex 21.07	17	Fruit and other essences	£10,200 (UK)
22.09 C ex 1	18	Rum	£2,400 (UK)
38.14 B ex 1	21	Oil additives	£150,000 (UK)
85.15 ex C	37	Assemblies containing crystal diodes, triodes and other crystal valves including transistors constituting components of radio electric apparatus	£8,000 + PA
Ex 88.02 B II (a)	42	Light aircraft	£100,000
89.01 B 1	43	Light boats and replacement parts	£250,000
Various	53	Miscellaneous (1)	£220,000

(1) = Credits allocated to this quota are reserved for quota goods not covered elsewhere in the agreement nor falling within global quotas.
UK = Administered in the United Kingdom.
PA = Possibilite d'augmentation (i.e. an increase will be considered if necessary).

II. Quotas for imports into French Overseas Departments and Territories from the United Kingdom

Description and Tariff Number	Quota
Printed cotton textiles into New Caledonia 55.09 ex A	£10,000
Miscellaneous into Overseas Territories	£40,000
Miscellaneous into Overseas Departments	£25,000

Double taxation

Netherlands Antilles

THE FOREIGN and Commonwealth Office announced on June 4 that 'the United Kingdom has given notice of termination of its double taxation agreement with the Netherlands Antilles (SI 1957 No. 425) and this will accordingly cease to have effect in the United Kingdom from April 1970. The United Kingdom has expressed its willingness to consider in negotiations a new agreement to take over from that date.'

W. H. Allen Sons & Co. Ltd., Bedford, a member company of Amalgamated Power Engineering Ltd., have been awarded a $500,000 contract for diesel and steam turbine power plant for the Jordan refinery at Zerqa. The order was placed by the main contractors Chiyoda Chemical Construction Co. of Japan through the Nissho-Iwai Co. Mr. Takoa Kimura (left), an electrical engineer, and Mr. Akira Nishimura, manager of Chiyoda's Zerqa field office in Jordan, recently visited the Allen works for technical discussions with Mr. John Jewell, diesel department manager, before continuing their journey to Jordan.

Spain/Equatorial Guinea trade agreement

AN AGREEMENT on Economic and Commercial Co-operation was signed between Spain and Equatorial Guinea (formerly Spanish Guinea) at Bata on May 20, 1969.

The Agreement foresees the creation of a National Bank in Equatorial Guinea, and provides for Spanish Aid of 450 million pesetas in 1969.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 350, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3476).

Hints to business men visiting Uganda

A REVISED EDITION of the booklet on Uganda has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-24 85757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1* (01-248 9876, *Ext.* 6147).

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo-copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should, state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN: Telegram: EXSERBRA).*

Mr. Peter Rosseter (left), sales director of Hamworthy Engineering's Pump and Compressor Division, explains the prototype of a new marine pump, seen here on the test bed, to Mr. Göran Wettbo, a young Swedish businessman on a three weeks' visit to Britain arranged by the Swedish Chamber of Commerce. The Division, which exports about 60 per cent of its products, is now developing a new double-entry extension to its famous Dolphin range of marine pumps and the one pictured here is the first of the new 10-inch double-entry type.

ANGOLA

Bulletin 104/69

HIGHWAYS BOARD:
Road Construction Geological Laboratory. June 25. E.S.B. 22939/69/J.

ARGENTINA

Bulletin 105/69

EMPRESA PROVINCIAL DE ENERGIA DE CORDOBA:
Gas Turbogenerators. July 2. E.S.B. 23040/69/J.

Bulletin 106/69

SERVICOS ELECTRICOS DEL GRAN BUENOS AIRES:
*23s. (Documents in Spanish.) **Overhead Line Accessories.** June 23. E.S.B. 23012/69/J.

Bulletin 107/69

ADMINISTRADOR GENERAL DE OBRAS SANITARIAS DE LA NACION:
Construction of Sewage Pumping Station. July 31. E.S.B. 23013/69/J.

AUSTRALIA

Bulletin 103/69

SECRETARY, CO-ORDINATOR GENERAL'S DEPARTMENT:
*55s. **Illumination of Bridge.** June 30. E.S.B. 22690/69/J.
Construction of Riverside Expressway. (Further Information.) E.S.B. 21473/69/J.

Bulletin 104/69

DISTRICT CONTRACT BOARD:
*25s. **Hydraulic Presses.** June 26. E.S.B. 22912/69/J.

Bulletin 105/69

DEPARTMENT OF WORKS:
Cool Room Food Services; Electrical Equipment; Lift; Hospital Supplies; Boilers; Pneumatic Tubes. July 8. E.S.B. 22970/69/J.
POSTMASTER-GENERAL'S DEPARTMENT:
*13s. **Telecommunications Equipment.** (Further Information.) E.S.B. 22652/69/J.
NORTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
*54s. **Air Break Isolators.** July 16. E.S.B. 23036/69/J.
STATE TENDER BOARD OF WESTERN AUSTRALIA:
Hydraulic Hoists, Stem Handling Equipment. July 24. E.S.B. 23351/69/J.

Bulletin 106/69

NABALCO PTY. LTD.:
Instrumentation for Alumina Treatment Plant. June 25. (Pre-qualification.) E.S.B. 23061/69/J.
BRISBANE CITY COUNCIL:
*21s. **Receiving Relays.** July 2. E.S.B. 22935/69/J.
DEPARTMENT OF CIVIL AVIATION:
Carrier Telephone Equipment. July 22. E.S.B. 23008/69/J.
STATE ELECTRICITY COMMISSION OF QUEENSLAND:
*170s. **Transmission Line Erection and Equipment.** June 25. E.S.B. 23009/69/J.

Bulletin 107/69

POSTMASTER-GENERAL'S DEPARTMENT:
Electronic Tubes. July 1. E.S.B. 23706/69/J.
Electronic Tubes. June 24. E.S.B. 23707/69/J.
NORTHERN ELECTRICITY AUTHORITY OF QUEENSLAND:
*58s. **Transformers.** July 16. E.S.B. 23759/69/J.
STATE TENDER BOARD OF WESTERN AUSTRALIA:
*42s. **Transformers.** July 17. E.S.B. 22936/69/J.

BURMA

Bulletin 105/69

PEOPLE'S OIL INDUSTRY:
*3s. **Belt Conveyor.** July 7. E.S.B. 22950/69/J.

Bulletin 106/69

BOARD OF MANAGEMENT FOR THE PORT OF RANGOON:
*2s. **Winches, Chain Cable.** June 30. E.S.B. 23509/69/J.
PEOPLE'S ENGINEERING INDUSTRY:
*4s. **Spring Steel Wire.** July 15. E.S.B. 23510/69/J.

Bulletin 107/69

PEOPLE'S OIL INDUSTRY:
*3s. **Paint.** June 30. E.S.B. 23507/69/J.
*3s. **Copper Brazing Rods.** June 26. E.S.B. 23762/69/J.
*3s. **Wire.** June 26. E.S.B. 23763/69/J.
*3s. **Lead Sheets.** June 30. E.S.B. 23508/69/J.
*3s. **Taps.** June 26. E.S.B. 23764/69/J.
UNION OF BURMA RAILWAY BOARD:
*2s. **Signal and Indicator Lamps.** July 3. E.S.B. 23766/69/J.
*2s. **Ticket Dating Machine, Ticket Nippers, Guard Whistles.** July 3. E.S.B. 23767/69/J.
***Spring Pad.** July 3. E.S.B. 23768/69/J.
*3s. **Fans, Electrical Couplers.** July 3. E.S.B. 23787/69/J.

CAMEROON, FEDERAL REPUBLIC OF

Bulletin 107/69

SOCIETE DES PALMERAIES DE MBONGO ET D'ESEKA:
*6s. **Irrigation Sprinkler Units.** July 15. E.S.B. 23770/69/J.

CEYLON

Bulletin 105/69

INDUSTRIAL DEVELOPMENT BOARD:
*11s. **Workshop Machinery and Equipment.** (Further Information.) E.S.B. 21925/69/J.
MINISTRY OF LOCAL GOVERNMENT:
Water Supply Scheme Improvements. July 1. E.S.B. 23002/69/J.
Contractors' Plant; Vehicles; Drilling Equipment. June 27. E.S.B. 23003/69/J.
NATIONAL TEXTILE CORPORATION:
Looms. E.S.B. 23005/69/J.
PRESIDENT, PANDATERRUPPA PARISH M.P.C.S. UNION LTD.:
*3s. **Raw Materials for the manufacture of Synthetic Rayon and Silk Textiles.** June 30. E.S.B. 23007/69/J.

Bulletin 106/69

MINISTRY OF PUBLIC WORKS, POSTS AND TELECOMMUNICATIONS:
*98s. **Contractors' Plant, Mechanics Equipment, Hand Tools.** August 15. E.S.B. 23011/69/J.
NATIONAL SMALL INDUSTRIES CORPORATION:
Excavators. June 23. E.S.B. 23097/69/J.
CEYLON TRANSPORT BOARD:
*Machine Tools. July 22. E.S.B. 23095/69/J.

CHAD, REPUBLIC OF

Bulletin 107/69

M. LE DIRECTEUR DES TRAVAUX PUBLICS:
*31s. (Documents in French.) **Metal Pipes/Conduits.** (Pre-qualification.) July 7. E.S.B. 23593/69/J.

CHILE

Bulletin 107/69

EMPRESA NACIONAL DE ELECTRICIDAD S.A.:
*61s. **Cable.** July 15. E.S.B. 23592/69/J.
JUNTA DE ADELANTO DE ARICA:
*12s. (Documents in Spanish.) **Laboratory Equipment.** June 24. E.S.B. 23703/69/J.

COLOMBIA

Bulletin 107/69

FERROCARRILES NACIONALES DE COLOMBIA:
Freight Car Trucks. June 24. E.S.B. 23585/69/J.
EMPRESA DE ACUEDUCTO Y ALCANTARILLADO DE BOGOTA:
Water Treatment Plant Equipment. July 21. E.S.B. 23584/69/J.
INSTITUTO COLOMBIANO DE LA REFORM AGRARIA:
Hydrometric Equipment. June 23. E.S.B. 23590/69/J.
EMPRESAS PUBLICAS DE MEDELLIN:
Transformers. June 30. E.S.B. 23771/69/J.

COSTA RICA

Bulletin 104/69

EL DEPARTAMENTO DE APROVISIONAMIENTO:
*1s. (In Spanish.) **Pharmaceuticals.** June 30. E.S.B. 22923/69/J.

ETHIOPIA

Bulletin 107/69

ETHIOPIAN ELECTRIC LIGHT AND POWER AUTHORITY:
Transformers. Closing date not stated. E.S.B. 23713/69/J.
Circuit Breakers; Switchgear. Closing date not stated. E.S.B. 23714/69/J.

GREECE

Bulletin 103/69

MINISTRY OF COMMERCE:
*4s. **Paper.** June 23. E.S.B. 22673/69/J.

Bulletin 106/69

*12s. **Press.** June 30. E.S.B. 23575/69/J.

Bulletin 107/69

*12s. **Wagon Drills.** June 23. E.S.B. 23576/69/J.
*15s. **Bakery Equipment.** June 27. E.S.B. 23594/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H2A, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757. *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN: Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

*12s. Laboratory Sampling, Mixing and Analyzing Machine. June 25. E.S.B. 23574/69/J.
*5s. Paper. June 25. E.S.B. 23581/69/J.
*13s. Sand Pump. June 27. E.S.B. 23595/69/J.
*11s. Iron Flats, Bars, Beams, etc. July 2. E.S.B. 47096/69/J.
*12s. Stapling Machine. June 30. E.S.B. 23704/69/J.
PUBLIC POWER CORPORATION:
Electrical Lighting and Distribution Equipment. June 30. E.S.B. 23533/69/J.
Tin. July 2. E.S.B. 23734/69/J.
Workshop Machinery. July 4. E.S.B. 23735/69/J.
Cable Insulation Capacity Measuring Unit. June 25. E.S.B. 23737/69/J.

HONG KONG

Bulletin 105/69
DIRECTOR OF GOVERNMENT SUPPLIES DEPARTMENT:
*6s. Polish. June 27. E.S.B. 22914/69/J.

INDIA

Bulletin 103/69
BHARAT ALUMINIUM COMPANY:
Power Station Plant. July 15. E.S.B. 22679/69/J.

Bulletin 104/69
CHIEF ENGINEER, PUBLIC WORKS DEPARTMENT:
*3s. (Notice 3). Construction of Water Treatment Plant. July 28. E.S.B. 22682/69/J.
CHIEF ELECTRICAL ENGINEER:
Receiving Station. July 2. E.S.B. 23265/69/J.

Bulletin 105/69
BIHAR STATE ELECTRICITY BOARD:
Transformers. July 8. E.S.B. 23038/69/J.

Bulletin 106/69
POSTS AND TELEGRAPHS DEPARTMENT:
Microwave System Equipment. This tender is cancelled. E.S.B. 19948/69/J.
DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
*26s. Jig Boring Machine. June 26. E.S.B. 23542/69/J.
*27s. Lathes. June 25. E.S.B. 23543/69/J.
HINDUSTAN COPPER LTD.:
Compasses. July 5. E.S.B. 23541/69/J.
BEAS PURCHASE ORGANIZATION:
Trailers. August 7. E.S.B. 23051/69/J.

Bulletin 107/69
HINDUSTAN COPPER LTD.:
Slurry Pumps. June 28. E.S.B. 23540/69/J.
HEAVY ELECTRICALS (INDIA) LTD.:
*8s. Isolators. (Further Information.) E.S.B. 21780/69/J.
DIRECTOR-GENERAL OF SUPPLIES AND DISPOSALS:
*68s. Lead Pig Ingot. July 3. E.S.B. 23577/69/J.
*26s. Closed Circuit Television System. July 18. E.S.B. 23579/69/J.
UP STATE ELECTRICITY BOARD:
*85s. Switchgear. June 24. E.S.B. 23727/69/J.
HEAVY ELECTRICALS (INDIA) LTD.:
Steel Plates. July 16. E.S.B. 23625/69/J.
GOVERNMENT OF NAGALAND, INDUSTRIES AND COMMERCE DEPARTMENT:
Sugar Mill Plant and Machinery. July 3. E.S.B. 23786/69/J.
ELECTRICAL PROJECTS, ORISSA:
*19s. Penstock Rupture Detection Device. (Further Information.) (E.S.B. 21933/69/J.

IRAN

Bulletin 107/69
IRANIAN STATE RAILWAY:
*9s. Bronze Ingots. July 19. E.S.B. 23728/69/J.

IRAQ

Bulletin 104/69
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Water Supply System Expansion. September 20. E.S.B. 22901/69/J.

IRISH REPUBLIC

Bulletin 105/69
SLIGO COUNTY COUNCIL:
Fluoridation Equipment. July 11. E.S.B. 22929/69/J.
BALLINASLOE URBAN DISTRICT COUNCIL:
Construction of Extensions to Sewerage System. July 4. E.S.B. 22930/69/J.
Pumps. July 4. E.S.B. 22931/69/J.

ITALY

Bulletin 105/69
FOOD AND AGRICULTURE ORGANIZATION OF THE UNITED NATIONS:
*4s. Drilling Rig. Closing date not stated. E.S.B. 22388/69/J.

KOREA

Bulletin 104/69
OFFICE OF SUPPLY:
*6s. Facsimile/Communications Equipment; Wire. June 23. E.S.B. 22693/69/J.
*15s. Creosote; Steel Angles; Air Compressor Parts, Meters and Gauges. June 24. E.S.B. 22696/69/J.

KUWAIT

Bulletin 103/69
MINISTRY OF ELECTRICITY AND WATER:
*7s. Chemicals. July 1. E.S.B. 22666/69/J.
*7s. Refrigerants. July 1. E.S.B. 22667/69/J.

LEBANON

Bulletin 105/69
L'OFFICE DES CHEMINS DE FER DE L'ETAT LIBANAIS ET DU TRANSPORT EN COMMUN DE BAYROUTH:
*Construction of a Bus Garage Workshop. (Further Information.) E.S.B. 22601/69/J.

Bulletin 107/69
DIRECTORATE OF CIVIL AVIATION:
*3s. (Documents in French.) Aerials, Receivers. June 24. E.S.B. 23742/69/J.

LIBYA

Bulletin 103/69
MINISTRY OF FINANCE:
Construction of Passenger Station at Airport. September 22. E.S.B. 22670/69/J.

Bulletin 104/69
CENTRAL TENDERS BOARD:
Construction of Passenger Station at Airport. October 6. E.S.B. 22671/69/J.

Bulletin 107/69
ELECTRICITY AUTHORITY FOR THE EASTERN GOVERNORATE OF BENGHAZI:
*1s. (Press Notice.) Electric Meters and Equipment. July 3. E.S.B. 23751/69/J.

MALAYSIA

Bulletin 104/69
TENDERS BOARD:
*3s. Woodworking Machinery and Equipment. June 25. E.S.B. 22942/69/J.

Bulletin 105/69
TELECOMMUNICATIONS DEPARTMENT:
*Telecommunications Equipment. July 31. E.S.B. 22954/69/J.

Bulletin 107/69
NATIONAL ELECTRICITY BOARD:
*70s. Transformers. July 15. E.S.B. 23752/69/J.

MALTA

Bulletin 106/69
MALTA ELECTRICITY BOARD:
*9s. Cable. June 24. E.S.B. 23050/69/J.

Bulletin 107/69
TREASURY:
*Pipes. July 3. E.S.B. 23046/69/J.
*Raincoats. July 3. E.S.B. 23047/69/J.
*Telephone Line Concentrator. July 3. E.S.B. 23048/69/J.
Display Cases. July 3. E.S.B. 23049/69/J.
*Churn Washing Machine. July 3. E.S.B. 23747/69/J.
*12s. Laboratory and Biological Equipment. July 3. E.S.B. 23748/69/J.

MAURITIUS

Bulletin 106/69
CENTRAL ELECTRICITY BOARD:
Meters. June 30. E.S.B. 23555/69/J.

MOROCCO

Bulletin 104/69
L'OFFICE NATIONAL ET DU SUCRE:
*Packing Machines. July 15. E.S.B. 22919/69/J.

MOZAMBIQUE

Bulletin 104/69
MOZAMBIQUE RAILWAYS:
*67s. (In Portuguese.) Signalling and Remote Control Equipment. August 18. E.S.B. 21981/69/J.

NETHERLANDS

Bulletin 104/69
DIRECTORATE OF WATERWAYS:
Construction of Sub-Structure for Steel Bridge. June 24. E.S.B. 22902/69/J.
Road Works. June 24. E.S.B. 22917/69/J.
Road Works. July 1. E.S.B. 22918/69/J.

NEW ZEALAND

Bulletin 105/69
POST OFFICE HEADQUARTERS:
*3s. Auger Bits. June 27. E.S.B. 22972/69/J.
*6s. Transmission Measuring Sets. June 23. E.S.B. 22971/69/J.

Bulletin 107/69
*3s. Hand Tools. July 2. E.S.B. 23582/69/J.
JOINT GENERATION COMMITTEE:
*Power Station Plant. (Further Information.) Closing date postponed to August 4. E.S.B. 13477/69/J.
NORTH CANTERBURY HOSPITAL BOARD:
*8s. Glass Tumblers. (Further Information.) E.S.B. 21984/69/J.
*10s. Cutlery. (Further Information.) E.S.B. 22163/69/J.
POST OFFICE HEADQUARTERS:
*3s. Pliers. July 2. E.S.B. 23597/69/J.
*3s. Capacitors. June 26. E.S.B. 23598/69/J.

PAKISTAN

Bulletin 107/69
DIRECTOR OF INDUSTRIES AND COMMERCE:
*3s. Incubators. June 28. E.S.B. 23755/69/J.
*3s. Incubators. June 27. E.S.B. 23756/69/J.

PANAMA

Bulletin 107/69
DIRECTOR-GENERAL OF CIVIL AERONAUTICS:
Consultancy Services (International Airport). Closing date not stated. E.S.B. 23772/69/J.

SINGAPORE

Bulletin 105/69
PUBLIC UTILITIES BOARD:
*35s. Meters. June 24. E.S.B. 22964/69/J.

Bulletin 107/69
MINISTRY OF HEALTH:
*2s. Blood Transfusion Equipment. June 23. E.S.B. 23677/69/J.
*4s. Pharmaceuticals, Chemicals. June 30. E.S.B. 23469/69/J.

SOUTH AFRICA

Bulletin 105/69
STATE TENDER BOARD:
*35s. Laboratory Equipment. June 23. E.S.B. 23021/69/J.
*44s. Laboratory Equipment and Supplies. June 24. E.S.B. 23024/69/J.
*104s. Chemical Reagents. June 23. E.S.B. 23025/69/J.
STATE PROCUREMENT BOARD:
*1s. Swimming Fins. June 26. E.S.B. 23017/69/J.
STATE TENDER BOARD:
*70s. Laboratory Equipment. June 23. E.S.B. 22969/69/J.
*7s. Pumps. July 3. E.S.B. 23020/69/J.
*28s. Workshop Machinery and Equipment. June 26. E.S.B. 23026/69/J.
*36s. Contractors' Plant. June 26. E.S.B. 23034/69/J.

Bulletin 106/69
*52s. Laboratory Equipment. June 23. E.S.B. 23015/69/J.
*34s. Measuring Equipment; Laboratory Equipment. June 24. E.S.B. 23023/69/J.
*53s. Laboratory Supplies. June 23. E.S.B. 22968/69/J.

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*48s. **Laboratory Equipment.** June 23. E.S.B. 23029/69/J.
SOUTH-WEST AFRICA ADMINISTRATION:
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STATE PROCUREMENT BOARD:
*2s. **Rubber Sheets.** June 25. E.S.B. 23053/69/J.

Bulletin 107/69
CAPE PROVINCIAL TENDER BOARD:
*2s. **Chairs.** June 27. E.S.B. 23558/69/J.

SPAIN

Bulletin 103/69
MINISTEIRO DEL AIRE:
Antennas. June 23. E.S.B. 22498/69/J.

Bulletin 107/69
Electrical Equipment and Batteries. Closing date not stated. E.S.B. 22906/69/J.

SUDAN

Bulletin 106/69
SUDAN GEZIRA BOARD:
*3s. **Oils and Greases.** June 28. E.S.B. 22967/69/J.
MINISTRY OF HEALTH:
*Hospital Equipment. (Further Information.) E.S.B. 22148/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 106/69
NORTHERN ZONE ELECTRICITY DIRECTORATE:
Metallic Tanks. July 1. E.S.B. 23520/69/J.
MINISTRY OF AGRICULTURE AND AGRARIAN REFORM:
Soya Bean Cattle Cake. July 7. E.S.B. 23518/69/J.
PUBLIC ORGANIZATION FOR EXECUTION OF INDUSTRIAL PROJECTS:
Installation of Steam Boiler. June 28. E.S.B. 23521/69/J.

Bulletin 107/69
SYRIAN TOBACCO MONOPOLY:
*14s. **Cigarette Packing Machines.** June 26. E.S.B. 22662/69/J.

TAIWAN

Bulletin 106/69
CENTRAL TRUST OF CHINA:
*4s. **Metallic Hose.** July 21. E.S.B. 23044/69/J.
*2s. **Roller and Ball Bearings.** June 26. E.S.B. 23045/69/J.
*Soap Stone. June 26. E.S.B. 23043/69/J.
*3s. **Steam Hose.** June 30. E.S.B. 23076/69/J.
*5s. **Threading Machine and Chaser Blades.** June 27. E.S.B. 23516/69/J.
*19s. **Oil Tank Rail Cars.** June 30. E.S.B. 23539/69/J.
*4s. **Beer Filtration Equipment.** June 24. E.S.B. 23517/69/J.
*3s. **Metal Hose.** June 27. E.S.B. 23075/69/J.

Bulletin 107/69
*3s. **Valves.** June 25. E.S.B. 23536/69/J.
*20s. **Radio Communication System.** July 15. E.S.B. 23393/69/J.
*5s. **Telephone Message Registering Equipment, Calculograph Equipment.** July 21. E.S.B. 23074/69/J.
*3s. **Hi-Sil, Fenopan-T.** June 24. E.S.B. 23534/69/J.
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*6s. **Centrifugal Pumps, Steam Turbines.** June 24. E.S.B. 23537/69/J.
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THAILAND

Bulletin 105/69
STATE RAILWAY OF THAILAND:
Copper. June 23. E.S.B. 22947/69/J.

Bulletin 106/69
METROPOLITAN ELECTRICITY AUTHORITY:
*19s. **Watthour Meters.** July 18. E.S.B. 23565/69/J.
STATE RAILWAY OF THAILAND:
Nails. July 1. E.S.B. 23566/69/J.

Bulletin 107/69
DEPARTMENT OF VOCATIONAL EDUCATION:
*72s. **Workshop Equipment and Buses.** August 1. E.S.B. 23569/69/J.
YANHEE ELECTRICITY AUTHORITY:
*2s. **Cables.** June 23. E.S.B. 23745/69/J.

TUNISIA

Bulletin 104/69
SOCIETE NATIONALE D'EXPLOITATION ET DE DISTRIBUTION DES EAUX:
*Concrete Pipes. July 31. E.S.B. 22683/69/J.
Water Supply Pipes. July 31. E.S.B. 22684/69/J.
OFFICE DES PORTS NATIONAUX:
*1s. (Press Notice in French.) **Crane Repair Works.** July 1. E.S.B. 22685/69/J.

TURKEY

Bulletin 106/69
PTT ADMINISTRATION:
*13s. **Tape.** July 7. E.S.B. 23562/69/J.

Bulletin 107/69
POST TELEGRAPH – TELEPHONE ADMINISTRATION:
*13s. **Pilot Lamps.** July 9. E.S.B. 23563/69/J.
DIRECTORATE-GENERAL OF TOPRAKSU:
*66s. **Contractors' Equipment, Vehicles.** July 10. E.S.B. 23557/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 107/69
EGYPTIAN RAILWAYS:
Tinned Sheet Plates, etc. June 25. E.S.B. 23532/69/J.
Nickel-Cadmium Accumulators and Electrolyte. June 26. E.S.B. 23729/69/J.

UNITED STATES OF AMERICA

Bulletin 105/69
BUREAU OF RECLAMATION:
*1s. **Autotransformer and Interrupter Switch Unit.** July 1. E.S.B. 22957/69/J.
*1s. (Advertising Notice only.) **Transmission Line Tower Bodies.** June 24. E.S.B. 22958/69/J.

URUGUAY

Bulletin 107/69
ANCAP:
Synthetic Rubber Washers. June 27. E.S.B. 23570/69/J.

VIETNAM

Bulletin 107/69
INDUSTRIAL DEVELOPMENT CENTER:
*12s. **Radio Components Machinery.** July 15. E.S.B. 23556/69/J.
*3s. **Clock Manufacturing Plant.** July 15. E.S.B. 23339/69/J.

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Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *extns.* 7016, 7017. *Telex:* 886143, *Answer Back BOTHILLGATE LDN: Telegram: EXSERBRA.*

ARUBA

Bulletin 107/69
Inquiry for printers' supplies. E.S.B. 23290/69/J.

AUSTRALIA

Bulletin 103/69
Inquiry for nylon based draught excluder. E.S.B. 22212/69/J.

Bulletin 105/69
Agency inquiry for fish fillets; fish products; potato chips. E.S.B. 22875/69/J.
Inquiry for oil simulated prints. E.S.B. 23121/69/J.

Bulletin 106/69
Manufacture under licence – cables and accessories; electrical installation material; engineering instruments; lamps; lighting; portable domestic appliances; refrigerator and home freezers; motor control equipment. E.S.B. 21314/69/J.

Bulletin 107/69
Agency inquiry for marine diesel engines with marine gear boxes. E.S.B. 23277/69/J.
1s. Inquiry for container stock for the manufacture of milk cartons. E.S.B. 23433/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 104/69
Inquiry for shearing and flanging machine. E.S.B. A/36/69/J.
9s. Inquiry for jointing tapes and compounds. E.S.B. A/37/69/J.
Inquiry for rubber coated nylon drawsheet. E.S.B. S/42/69/J.

Bulletin 106/69
2s. Inquiry for tape. E.S.B. S/52/69/J.

AUSTRIA

Bulletin 103/69
Agency inquiry for tonic water. E.S.B. 22538/69/J.
Inquiry for galvanized zinc plates; non-corrosive tinplate; plastic-coated tin sheets. E.S.B. 22536/69/J.

Bulletin 104/69
Agency inquiry for smokers' pipes. E.S.B. 22522/69/J.

Bulletin 105/69
*£6 8s. Inquiry for steel construction and water construction equipment. E.S.B. 22794/69/J.
Agency inquiry for woollen and worsted piece-goods. E.S.B. 22537/69/J.
Inquiry for drawing machines; office machinery; photocopying machines. E.S.B. 22741/69/J.

Bulletin 106/69
Inquiry for iron sheeting; pig iron; steel piping. E.S.B. 22554/69/J.
Inquiry for tension pins. E.S.B. 22543/69/J.
Inquiry for ceramic tiles; doors; light fittings. PVC flooring. E.S.B. 20640/69/J.

Bulletin 107/69
Inquiry for office supplies; offset plates. E.S.B. 22846/69/J.

BAHRAIN

Bulletin 104/69
Inquiry for electric cables; light fittings and accessories. E.S.B. 19180/69/J.

BELGIUM

Bulletin 103/69
Agency inquiry for aquastats; manometers. E.S.B. 22340/69/J.

Bulletin 104/69
Agency inquiry for automatic paint spraying equipment; paint spraying cabins; sand and shot blasting equipment. E.S.B. 22507/69/J.

Bulletin 107/69
Agency inquiry for lawn mower. E.S.B. 23321/69/J.

BOLIVIA

Bulletin 104/69
Latin American Congress of Anaesthesiology. E.S.B. 21624/69/J.

Bulletin 106/69
Agency inquiry for television sets. E.S.B. 12013/69/J.

BRAZIL

Bulletin 105/69
Inquiry for automatic food packaging machines; pneumatic equipment; roller and ball bearings. E.S.B. 20893/69/J.

BRITISH HONDURAS

Bulletin 103/69
Inquiry for agriculture equipment; bulldozers; metal

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BURMA

Bulletin 104/69
Visitors to Burma. C.R.E. 19578/69/J.

CANADA

Bulletin 107/69
Inquiry for coats; dresses; rainwear; knitwear. E.S.B. 18684/69/J.
*Agency inquiry for unglazed floor and mosaic tiles. E.S.B. 22037/69/J.
Inquiry for spun metal giftware. E.S.B. 23435/69/J.
Inquiry for cargo-handling equipment. E.S.B. 23158/69/J.

Bulletin 108/69
Inquiry for coats, dresses, sportwear. E.S.B. 23303/69/J.

CURACAO

Bulletin 107/69
Inquiry for gift articles; gloves; men's shoes. E.S.B. 23289/69/J.

DENMARK

Bulletin 104/69
Agency inquiry for jams and marmalades. E.S.B. 22346/69/J.

Bulletin 106/69
Agency inquiry for pumps. E.S.B. 23155/69/J.

DUBAI

Bulletin 107/69
Agency inquiry for suitings. E.S.B. 20956/69/J.

ETHIOPIA

Bulletin 103/69
Inquiry for men's, women's and children's wearing apparel; rainproof coats; rayon linings; tweeds; woollen and wool/mixture fabrics. E.S.B. 8960/69/J.

Bulletin 104/69
Agency inquiry for packaging materials; cement bags; perfumery bottles. E.S.B. 22018/69/J.
Agency inquiry for clothing and clothing materials; handbags; handkerchiefs; knitwear; ties; woollen textiles. E.S.B. 9013/69/J.

Bulletin 106/69
Inquiry for can making machinery. E.S.B. 9081/69/J.

FIJI

Bulletin 104/69
Agency inquiry for chemicals. E.S.B. 22034/69/J.

Bulletin 105/69
Agency inquiry for mustard oil. E.S.B. 22870/69/J.

FINLAND

Bulletin 103/69
Inquiry for aircraft lavatory replenishing and cleaning vehicle. E.S.B. 22712/69/J.
Agency inquiry for numbering and date stamping equipment. E.S.B. 22348/69/J.

Bulletin 105/69
Agency inquiry for screws. E.S.B. 22545/69/J.

FRANCE

Bulletin 104/69
Paris store to hold British Promotion. E.S.B. 1209/G/J.

Bulletin 105/69
Agency inquiry for riding shirts. E.S.B. 6732/69/J.
Inquiry for steel tubes. E.S.B. 23166/69/J.

Bulletin 106/69
Inquiry for refuse incinerators. E.S.B. 22855/69/J.
*4s. Inquiry for cardboard. E.S.B. 23254/69/J.

Bulletin 107/69
1s. Inquiry for electro-zincified strips; wire gauze. E.S.B. 18976/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 104/69
Inquiry for fire resistant materials and industrial waste. E.S.B. 18033/69/J.
Inquiry for electronic instruments. E.S.B. 22049/69/J.
Inquiry for hydraulic hose. E.S.B. 20875/69/J.

Bulletin 105/69
Agency inquiry for clothing; hosiery; medical stockings and support hose; sanitary wear. E.S.B. 21900/69/J.
Inquiry for cosmetics. E.S.B. 23110/69/J.

Bulletin 106/69
Agency inquiry for elastic and elastomeric fibre thread; sewing thread; yarns. E.S.B. 14630/69/J.

Bulletin 107/69
Extension of the 'Border' Tax Changes. E.S.B. 1209/G/J.
Agency inquiry for men's knitwear. E.S.B. 23144/69/J.
Inquiry for reverse glass painting. E.S.B. 23438/69/J.
Agency inquiry for office machinery. E.S.B. 20006/69/J.
Inquiry for rubber sheet. E.S.B. 23448/69/J.
Inquiry for clock dials and hands. E.S.B. 23457/69/J.

HONG KONG

Bulletin 104/69
Inquiry for boarding. E.S.B. 22530/69/J.

Bulletin 106/69
Inquiry for aluminium foil; paper ware. E.S.B. 23271/69/J.

HUNGARY

Bulletin 104/69
Inquiry for bending machines; concrete mixers; pumps; rammers; rivet guns; transformers; wall dressing machines; welding equipment. E.S.B. 22570/69/J.

ICELAND

Bulletin 107/69
Inquiry for central laundry equipment; food dispensing systems; hearing aids; patient monitoring equipment. E.S.B. 22573/69/J.

INDIA

Bulletin 1017/69
Inquiry for galvanizing baths for mild steel tubes. E.S.B. 23455/69/J.
Inquiry for linking and stitching machines; steam pressing plant. E.S.B. 23602/69/J.

IRAN

Bulletin 107/69
Import Liberalization. E.S.B. 1209/G/J.

IRAQ

Bulletin 104/69
Inquiry for electrode manufacturing machinery and powder. E.S.B. 18089/69/J.

ISRAEL

Bulletin 103/69
Agency inquiry for men's socks; tablecloths. E.S.B. 43090/68/J.

Bulletin 107/69
Inquiry for baby foods; filling and sealing machines; packaging machines; pharmaceuticals. E.S.B. 23212/69/J.

Bulletin 108/69
Agency inquiry for machine tools. E.S.B. 23346/69/J.

ITALY

Bulletin 103/69
Inquiry for cast iron pipes; pipe fittings and joints; lead plates and loaves; zinc laminated sheets. E.S.B. 22006/69/J.

Bulletin 104/69
Inquiry for artificial kidney machines. E.S.B. 22807 69/J.

Bulletin 105/69
Inquiry for chemicals. E.S.B. 23142/69/J.

Bulletin 107/69
*Agency inquiry for petrol industry fittings. E.S.B. 22072/69/J.
Manufacture under licence – water treatment plants. E.S.B. 23143/69/J.
Agency inquiry for knitwear; linen; piece-goods. E.S.B. 22052/69/J.
Agency inquiry for heat exchangers. E.S.B. 22827/69/J.
Inquiry for biological water treatment equipment. E.S.B. 23154/69/J.

JAPAN

Bulletin 106/69
Inquiry for diamond powder. E.S.B. 22230/69/J.

Bulletin 108/69
Inquiry for juke boxes; juke box components. E.S.B. 22721/69/J.

JORDAN

Bulletin 107/69
Inquiry for aluminium sections; iron sheets; pressing machine. E.S.B. 23299/69/J.

KENYA

Bulletin 103/69
Inquiry for amplifiers. E.S.B. 22707/69/J.

Bulletin 106/69
Agency inquiry for hospital equipment. E.S.B. 20907/69/J.

KUWAIT

Bulletin 105/69
Inquiry for carpentry tools; hand tools; ironmongery; paints; varnishes and accessories. E.S.B. 6800/69/J.

LEBANON

Bulletin 104/69
Agency inquiry for shoe and slipper manufacturing machinery. E.S.B. 10220/69/J.

MALTA

Bulletin 107/69
Agency inquiry for blankets; curtaining; linings; pillow cases; sheeting. E.S.B. 18363/69/J.

MALAWI

Bulletin 104/69
Inquiry for cattle dips; poultry and cattle feed concentrates; vaccines. E.S.B. 22805/69/J.

MOROCCO

Bulletin 107/69
Agency inquiry for engine parts. E.S.B. 23168/69/J.

NETHERLANDS

Bulletin 104/69
Agency inquiry for electronic components. E.S.B. 18948/69/J.

NEW ZEALAND

Bulletin 104/69
Inquiry for albumen drying plant; egg grading and packaging equipment; egg splitting plant. E.S.B. 23111/69/J.

Bulletin 107/69
Inquiry for machine tools. E.S.B. 23412/69/J.

Bulletin 108/69
Inquiry for shot blasting equipment. E.S.B. 22708/69/J.

NIGERIA

Bulletin 104/69
Joint venture – furniture components and materials. E.S.B. 19575/69/J.

NORWAY

Bulletin 104/69
Agency inquiry for leather and suede clothing; men's leisure wear; sheepskin coats and jackets; trousers. E.S.B. 21654/69/J.

Bulletin 105/69
*Inquiry for petit point embroidery canvas. E.S.B. 21838/69/J.

POLAND

Bulletin 106/69
Inquiry for bleaching clay; cooking salt production plant; excavators; grinding mills; rock salt crushing plant. E.S.B. 23320/69/J.
Inquiry for aggregates production plant; concrete blending machinery; fly ash treating equipment; impact crushers; sand classifiers; stone washing machinery; tar substance exclusion plant. E.S.B. 23361/69/J.
Inquiry for cardboard box making machinery; corrugated paper making machinery. E.S.B. 23291/69/J.

Bulletin 107/69
Inquiry for air conditioning plant; compensating pipe union machinery; electrical and pneumatic tools; ventilation systems. E.S.B. 23292/69/J.
Inquiry for textile machinery. E.S.B. 23127/69/J.

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PORTUGAL

Bulletin 103/69
Inquiry for secondhand floating dock. E.S.B. 22382/69/J.

PUERTO RICO

Bulletin 104/69
Inquiry for fire hose. E.S.B. 22859/69/J.

SOUTH AFRICA

Bulletin 105/69
Agency inquiry for kitchen gadgets. E.S.B. 20818/69/J.

SOUTHERN YEMEN

Bulletin 105/69
Joint venture – polyurethane foam sheet manufacturing plant. E.S.B. 21330/69/J.

SPAIN

Bulletin 104/69
Inquiry for terminals. E.S.B. 22869/69/J.
Inquiry for galvanized warps. E.S.B. 22825/69/J.

Bulletin 105/69
Agency inquiry for blankets and bedspreads; carpets and rugs; domestic cleaning articles; furnishing velvets; furniture; leather fabrics; wall coverings. E.S.B. 22801/69/J.

Bulletin 107/69
Inquiry for dehydrating machinery and equipment for Lucerne. E.S.B. 23319/69/J.

SPAIN/UNITED ARAB REPUBLIC (EGYPT)

Bulletin 107/69
Trade Agreement. E.S.B. 1209/G/J.
Agency inquiry for industrial safety and protective equipment and material. E.S.B. 22240/69/J.

SWEDEN

Bulletin 104/69
Agency inquiry for beachwear; jackets; shorts; slacks; stretch pyjamas. E.S.B. 2271/69/J.

Bulletin 105/69
Inquiry for men's clothing. E.S.B. 23252/69/J.

SWITZERLAND

Bulletin 104/69
Inquiry for electrodes. E.S.B. 22809/69/J.
Agency inquiry for blouses; coats; dresses; suits. E.S.B. 22385/69/J.
Agency inquiry for builders' fittings and hardware; furniture fittings and hardware; mitre box cutting machine; pneumatic woodworking tools. E.S.B. 21799/69/J.

Bulletin 105/69
Inquirs for cranes; fork lift trucks; gas cylinders; pipes; steel strips; valves. E.S.B. 23109/69/J.
Inquiry for children's pullovers. E.S.B. 20864/69/J.

Bulletin 106/69
Inquiry for anti-corrosion paints; bright-stock; oil. E.S.B. 23208/69/J.
Agency inquiry for corsetwear; lingerie; nightdresses. E.S.B. 23233/69/J.
Inquiry for motor vehicle spare parts. E.S.B. 22345/69/J.

Bulletin 107/69
Inquiry for chains; containers; electric gear motors. E.S.B. 22387/69/J.
Agency inquiry for industrial cleaning compounds. E.S.B. 22808/69/J.
Agency inquiry for office machinery. E.S.B. 20006/69/J.
Agency inquiry for carpets and carpeting; floor covering materials. E.S.B. 22587/69/J.

THAILAND

Bulletin 107/69
Agency inquiry for roofing material. E.S.B. 22222/69/J.

TRINIDAD/TOBAGO

Bulletin 103/69
Inquiry for dished ends and heads for cylindrical tanks. E.S.B. 21893/69/J.
Inquiry for sieves for cocoa powder. E.S.B. 22523/69/J.

Bulletin 107/69
Inquiry for gas stove components. E.S.B. 23417/69/J.

Bulletin 108/69
Inquiry for surgical gloves. E.S.B. 23287/69/J.

TUNISIA/EAST GERMANY

Bulletin 107/69
Trade Agreement. E.S.B. 1209/G/J.

TURKEY

Bulletin 104/69
Agency inquiry for generators; pumps; valves. E.S.B. 22393/69/J.

UNITED STATES OF AMERICA

Bulletin 106/69
Inquiry for bars; billets; pipes; rounds; sheets and plates; strips and coils; tool steel; tubing. E.S.B. 13882/69/J.
Inquiry for boring mill spindle. E.S.B. 23331/69/J.

VARIOUS

Bulletin 103/69
Visits by British overseas commercial representatives. E.S.B. 6865/66/J.

VENEZUELA

Bulletin 103/69
Inquiry for hydraulic cutting dredger. E.S.B. 22505/69/J.

Bulletin 104/69
Inquiry for office machinery. E.S.B. 22262/69/J.

ZAMBIA

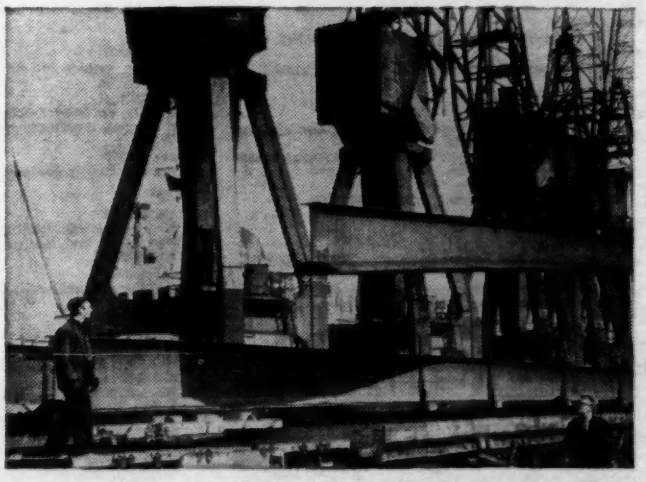
Bulletin 104/69
Inquiry for cotton and nylon mesh; egg boxes; packaging machinery; weaving machinery. E.S.B. 21093/69/J.

Bulletin 105/69
Agency inquiry for electrical machinery; construction equipment; mining machinery. E.S.B. 22335/69/J.
Inquiry for pressure treatment cylinder. E.S.B. 21752/69/J.

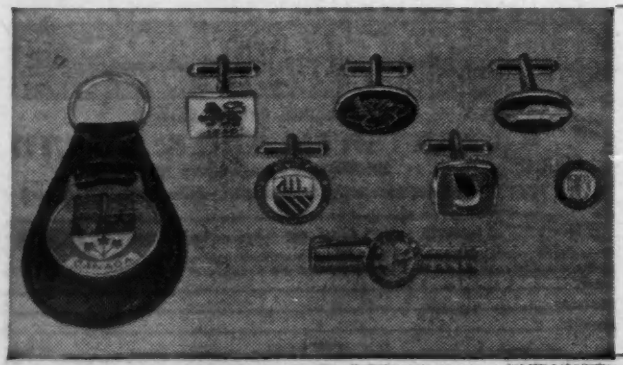
HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Leaving for Malmo in Sweden via Hull and Gottenberg – the Dale 515 kVA mobile generating set, claimed to be the largest ever ordered for Sweden. The equipment will be used for standby duties in Malmo.



Some 900 tons of Frodingham high section Modulus steel sheet piling supplied by The British Steel Piling Company Limited, being loaded at Middlesbrough for despatch to Alcan's Port Esquivel, Jamaica. The piling is to be used in port extensions,



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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published on page viii of March 14 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 888 of March 28 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Visit to European markets

MR. BRIAN E. TALBOT, sales director of H. Reeve Angel & Co. Ltd. (London) is currently on a tour of all West European countries. He is discussing new distribution arrangements with the company's authorized distributors, and with new contacts, in order to deal with the increasing demands for Whatman filtration and chromatography products in European markets.

His tour follows a 1969 first quarter sales record for Whatman products in Europe, with an increase of almost 100 per cent on the same quarter in 1968.

HOPBEG mission to Singapore

HOPBEG, the British Hotel and Public Building Equipment Group Limited, is planning a second mission to Singapore – from June 28 to July 6. The purpose of the mission will be to follow up the successful mission in January this year.

Mr. Peter Weaver, the deputy executive director, commenting on the mission said 'The first mission netted more than £60,000 in orders and contracts worth at least another £100,000 are in the pipeline. The second mission will aim to consolidate this success and provide a platform for HOPBEG to further its package deal plans.'

HOPBEG was formed in April last year, and is sponsored by the British National Export Council.

(Left to right) Mr. John Savage, Mr. G. A. Lingham and Mr. S. Bennett, directors of Spur International SA, seen before leaving in the firm's executive jet aircraft for a meeting in Brussels. Spur International was set up by Savage and Parsons Ltd., of Watford, to market their adjustable shelving system on the continent. The firm recently announced a two million franc order for library shelving from the University of Liege.

United States and Canadian tour

MR. P. L. C. RILEY, sales director of Polythene Drums Ltd., of Twickenham, Middlesex, has left for a four week extensive sales tour of the United States and Canada. The firm which manufactures the thin wall dispensing wine packs, 250 gallon rotational moulded tanks, and also develop their own blow moulding equipment and rotational moulding systems, hope to sell 'know-how' and manufacturing rights in Canada and the United States. Mr. Riley is confident that his tour will net at least a quarter million dollars. His itinerary covers over 12,000 miles visiting 16 states in the United States and four cities in Canada.

'Come to Britain salesmen' visit South Africa

SPONSORED by the British Travel Association, top salesmen from 14 leading tourist organizations in the United Kingdom and Ireland have visited Johannesburg for the first ever British Travel Workshop in South Africa which began on June 1.

'Travel Workshops' – a unique form of tourist marketing – enable the United Kingdom 'Come to Britain' salesmen to sell their travel services to the potential overseas buyer through a series of intensive business meetings.

The South African Workshop, the first of the 1969 season, was attended by over 40 major travel agents and tour operators from Johannesburg, Cape Town and Durban. The Workshop was organized in co-operation with BOAC and South African Airways.

INWARD MISSIONS

Buying mission from Tenerife

THE Africa Committee of the British National Export Council have advised the City of Westminster Chamber of Commerce that a mission has been invited to this country from the Tenerife Chamber of Commerce, comprising of nine members, led by Sr. Don Luis Bartlet Rodriguez, from June 28 to July 12.

The mission will qualify for financial assistance under the scheme operated by BNEC and therefore 50 per cent of the cost of the operation will be borne by that body. However, BNEC advise that it will be necessary to ask any member who wishes to take part in the programme to make a contribution towards the overall cost of the tour. Their costings indicate that companies will be asked to contribute not more than £20 for a visit to their factories and/or offices.

Any member who would like to participate in the programme is asked to contact the Westminster Chamber (Mr. B. B. Cole. Tel 01-734 2851) as soon as possible.

An overland, 10-country trip of 5,350 miles from an East London depot to the foothills of the Hindukush, is being made by a tractor and 40 ft. articulated tilt trailer carrying fittings and equipment for the all-the-year-round international hotel designed and being constructed by Taylor Woodrow International Ltd. in Kabul, Afghanistan. The journey will take about five weeks, compared with 8-12 weeks expected from the normal sea/rail/road trip, but the £7,000 consignment is needed urgently because Taylor Woodrow is seven months ahead of schedule. The photograph shows (left to right): Mr. Brian Strange, Taylor Woodrow International's chief buyer, Mr. J. H. Street, Taylor Woodrow International buying department; the driver, Alfred Laxgang of Germany, and Mr. A. Rustemeyer, development manager of Schenkers Ltd., responsible for transport.

Yugoslavian mission

FOLLOWING a successful trade mission to Yugoslavia by members of the British Plastics Federation in 1968, 10 representatives of leading Yugoslavian plastics firms are visiting Britain from June 8-20. Following the report prepared by the BPF on their return more than 40 members of the Federation from all over the country with machinery, equipment and materials wanted in Yugoslavia offered to receive the inward mission. The inward party will visit Birmingham, Barry in South Wales, Wolverhampton, Manchester, Edinburgh and Glasgow.

In addition to the Yugoslavian mission, the Federation will be receiving visits during INTERPLAS from parties from Czechoslovakia, Brazil and Japan. The Japanese party will be carrying out a second European Study Tour which will include a visit to INTERPLAS and specialized visits for small groups.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion on this page.

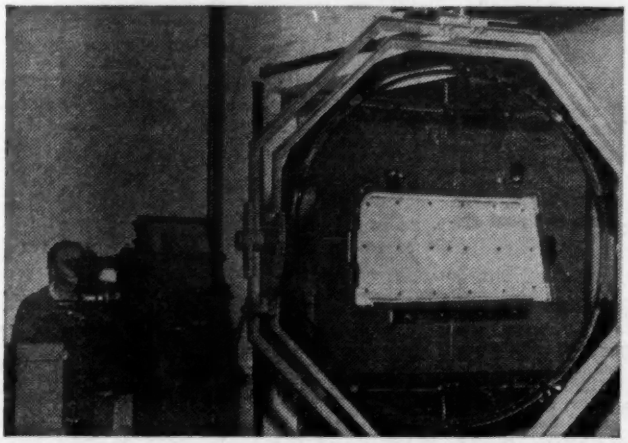
£250,000 USSR and Polish order

Following recent visits to Russia and Poland by senior marketing staff from their Havant headquarters, Vickers Division Sperry Rand have received orders for industrial hydraulic equipment to a value approaching £250,000. During the financial year ended in March, the division's exports were 56 per cent up on the previous year, not including this latest Russian order.

Building contract in Ontario

A residential development costing between £6.3 million and £7.7 million is to be undertaken in Ontario, Canada, by Richard Costain (Canada) Limited. The company has acquired 100 acres of land at Burlington, Ontario, which will be developed to provide a full range of urban uses – including shops, apartments, and houses.

Earlier the firm announced it was to undertake a £6 million residential development at Markham Township, Toronto, where it is to build 322 properties and a junior public school.



Optical deviation measurement of a YS-11 gold film electrically heated main pilot's windscreen at Triplex Kings Norton factory. The company is supplying the windscreens for the YS-11, Japan's first commercial airliner, under a £35,000 order.

An MD300 tractor from the Mercury Truck and Tractor Ltd. works at Guildford, Surrey, being loaded at Dagenham Docks en route for France. This vehicle is destined for service with SEREB.

Oil extraction plant contract

Rose, Downs & Thompson Limited, a member of the Davy-Ashmore Group, have announced a £300,000 order for a continuous oil extraction plant for M. O. Gandour & Fils of Beirut, Lebanon. At the present time Rosedowns have on hand or nearing completion extraction plants and continuous oil refineries with a total value of £1,150,000.

Contracts totalling $1½ million

New contracts in Barbados valued at approximately $1,500,000 EC have been awarded to The Mitchell Construction Company (Caribbean) Limited, a member of The Mitchell Constructiton Kinnear Moodie Group Limited. They include a $850,000 contract for the erection of a three-storey hotel, a $400,000 contract for the erection of garage and administration buildings, showrooms and workshops, etc., at Fontabelle, Bridgetown, Barbados and a $200,000 contract for alterations and extensions to the Paradise Beach Club.

A further contract has been awarded by the Barbados Telephone Company for 2,000 feet of 6 way p.v.c. ducting in coral rock including manholes, at Top Rock, Christ Church, Barbados.

£25,000 Polish contract

Brookes (Oldbury) Ltd., a TI company, has won an order worth nearly £25,000 from Metalexport, the Polish import/export agency – and hopes to double it in a month's time. The contract, signed in Poland by Mr. Cyril Edwards, Brooke's sales director, covers the supply with spares of four automatic tube cutting-off machines.

First export order

Ultrasonic Machines Ltd., of Slough, Bucks., has obtained its first export order for a vehicle washing system from a West German operator, Bruno Hayer of Hamburg.

Dutch order

Air Products Ltd., New Malden, have gained an order to supply key equipment and design skills for a £4.5 million industrial gas production facility in Terneuzen, Holland. This is believed to be one of the largest plants of its kind in Europe.

Railways equipment for Denmark

The Danish State Railways have placed their tenth order for British electrical equipment with English Electric-AEI Traction Limited. Mr. J. H. A. Sharpley, deputy managing director, signed the contract in Copenhagen recently for the supply of 24 sets of control equipment, motor generator sets and driving gears and pinions for 24 2-car electric trains to be manufactured in the company's Preston, Sheffield and Trafford Park Works.

World orders

Masson Scott Thrissell Engineering Limited report that orders for heavy duty machines have been received from plants in Sweden, Italy, Norway and France, while three plants in South Africa, one in Trinidad and another in Switzerland have ordered the 101 compact corrugator.

In addition, substantial orders have been received from customers in Australia, France, Germany, Norway, Portugal and South Africa for individual components of their corrugating equipment.

Gas turbines for Middle East

A £500,000 order has been won by the Ruston Turbine Division of English Electric Diesels Limited for nine industrial gas turbines, for the Kuwait Oil Company Limited. This order increases the number of Ruston gas turbines in operation, or on order, for the Kuwait Oil Company, to 36 and the total number of gas turbines installed in the Middle East oil fields, to 170.

Plant for SA and NZ

Hygrotherm Engineering Limited of Macclesfield, Cheshire, have received a £1,700 order from South Africa for a submerged combustion burner carbonization unit for treating one million gallons a day.

Another £1,500 order has been received from New Zealand for a packaged oil fired inert gas plant.

Colour film laboratory for Moscow

Four colour film printers costing £112,500 have been ordered by the Soviet Union from Bell & Howell Ltd., of Wembley, Middlesex. The contract is for three panel printers and one pedestal printer, to be installed at the Mass Printing Laboratory in Moscow.

£25,000 Rumanian order

Following determined efforts over a three year period, Victor Products (Wallsend) Ltd., have recently obtained from Rumania orders totalling £25,000 for their flameproof lighting fittings.

Furniture for Australia

Ducal Limited, London, E.14, have obtained a £1,000 order for approximately 60 pieces of country style pine dining room furniture from Webbers Wholesale Company of Western Australia.

Radio equipment for Abu Dhabi

Pye Telecommunications Ltd., a member of the Pye of Cambridge Group, has received a £75,000 order for mobile radio equipment from Abu Dhabi. The order includes a radiotelephone system for the ruler of Abu Dhabi for use when he is on hunting expeditions.

Diesel sets for Trucial States

To meet increased load demands in the Trucial States, Dale Electric of Great Britain has despatched an order for four diesel electric generating sets worth approximately £30,000.

Polythene plants for USSR

A £20 million contract for four polythene plants in Russia, using ICI process know-how and Simon-Carves Chemical Engineering (Sim-Chem) engineering services, has been completed this week with the commissioning of the final plant at Sumgait in Azerbaijan. This is the largest single contract so far received by ICI/Sim-Chem for plants to produce polythene. The four plants are located at Ufa, Kazan, Polotsk and Sumgait.

Water treatment plant for Iran

A £132,000 contract for all the water treatment plant for the Bid Boland gas processing station on the Iranian gas trunkline has been awarded by the National Iranian Oil Company (Iranian Gas Trunkline Project) to William Boby & Company of Rickmansworth, a member of the Water Division of the Weir Group.

£5 million water plant order

Paterson Candy International Ltd. have received an order from UNICEF for one of their Water-man packaged treatment plants. This will provide a portable water supply for an isolated community in Thailand with an average output of 5,000 gallons per hour. The value of the order is £4,938,000.

Special press for Czechoslovakia

A special press built by John Shaw & Sons (Salford) Ltd., is a 200-ton fully automatic unit for assembling railway wheels onto their axles. The press, now installed at Bohomin, Czechoslovakia, has cost about £55,000, and an essential part of the equipment is the £5,500 Vickers Division Sperry Rand hydraulic power system.

£100,000 order

The East African Posts and Telegraphs Department has recently awarded the Telephone Manufacturing Co. Ltd., Transmission Division – a member of the Pye of Cambridge Group – with an order for the supply of telegraph, multiplex and speech and duplex equipment. The equipment, valued at about £100,000, will be installed throughout Kenya, Tanzania and Uganda.

120 per cent export increase

Howard Rotavator Co. Ltd., main operating company of the Rotary Hoes Group have announced substantial increases in business through their subsidiary companies in France, Germany and Italy. Exports from the United Kingdom by the firm to these countries over the last eight months show a 120 per cent increase over the same period a year ago.

At the Darlington factory of the Torrington Company Limited, a 710 mm bore spherical roller bearing is given final measurement inspection. It is one of a batch forming a £13,000 order from Whessoe (Stockton) Limited for use in equipment being manufactured for Ashmore Benson Pease & Co. Ltd., to be installed in a Canadian nickel refining plant.

Furniture for EFTA countries

Jaycee Furniture Ltd., of Brighton and Eastbourne claim they supplied over half Britain's total exports of wood furniture to Austria in 1968. Austria is only one of the EFTA countries with which they deal. Orders from the others, including Denmark, Norway, Sweden and Switzerland, have increased by more than £140,00 during the past 12 months.

Wallpaper press for France

S. A. Paul Dumas, Paris, a leading French wallpaper manufacturer, have just ordered a rotogravure wallpaper press valued at £70,000 from James Halley and Sons Limited, West Bromwich, a Baker Perkins company.

Break into Czech glass fibre market

Following the recent contract for a complete glass fibre plant in Poland, Woodall-Duckham have now broken into the important Czech glass fibre market. Strojimport have awarded the firm a substantial order for the supply of know-how and glass fibre machinery for delivery in 1970.

Netherlands order more diesels

An order for 100 Perkins three and four cylinder diesel engines for powering vehicles, agricultural machinery and boats has been placed by Kemper en Van Twist Diesel NV, Perkins' distributors in the Netherlands. This was announced during a recent visit to Perkins' Peterborough headquarters by Mr. W. N. Van Twist, managing director of KVT – the first overseas distributors ever to be appointed by Perkins.

Carpets for Malaysia hotel

Over 7,000 square yards of Crossley carpets have been installed in the Hotel Malaysia, Singapore. These included a substantial yardage of a Jacquard Wilton carpet incorporating a symbol produced especially for the hotel by Don Ashton Design Consultants Limited and translated into a carpet motif by Mr. Harry Robinson, technical head of the Design Department at Crossleys' works in Halifax.

US hurricane protection

Some 9,000 tons of Frodingham steel sheet piling has been supplied by the British Steel Piling Co. Ltd., of Claydon, Ipswich, Suffolk for the building of two hurricane barriers in America. Over 6,000 tons was sent recently to New Orleans for protection against hurricanes on Lake Pontchartrain. Earlier 3,000 tons was supplied for a similar project on Lake Borgne.

Building development in Canada

A residential development costing more than £6 million is to be undertaken in Toronto, Canada, by Richard Costain (Canada) Limited. The company has received draft plan approval from the Minister of Municipal Affairs of Ontario, giving it permission to construct 322 properties, a junior public school, and parkland areas. The total value of the project is expected to exceed 16 million dollars.

First major orders

Hudswell Clarke and Co. Ltd. of Leeds, a member of the Trind Group, have been awarded the first of a number of major orders for the manufacture of Space-O-Matic two-tier parking units for export throughout the world. The initial one million dollar order was negotiated in the U S by Mr. Paul Harvey, managing director, and Mr. Alan B. Fraser, chairman of Space-O-Matic International, within weeks of Mr. Fraser's acquisition from an American consortium of world-wide patent rights of this revolutionary new system.

Only a week after taking delivery of a Simon Snorkel firefighting and rescue unit, the Australian Melbourne Metropolitan Fire Brigade quickly used it to help put out an open timber yard blaze. Countries ordering Simon Snorkel firefighting and rescue units during the last few months include France, Czechoslovakia, Hong Kong, Jordan, New Zealand and the United Arab Republic.

Simon Snorkels are manufactured by Simon Engineering Dudley Ltd., a member company of Simon Engineering Ltd.

62 per cent export boost

Reeves & Sons of Enfield, Middx., have announced a 62 per cent boost in their exports in the first quarter of 1969. The company has subsidiaries in South Africa, India and Australia, as well as the United States, Mexico and Canada. Exports have been developing fast in Europe.

Vitreous chinaware for Canada

Ideal-Standard Ltd., the Hull manufacturers of heating and bathroom equipment, have won a £135,000 order for vitreous china sanitary ware for Canada. Shipments, to Toronto, will start in August, and delivery is expected to be completed in 12 months.

East Africa order

Newell Dunford Engineering Limited have received an order from The Mirrlees Watson Company Limited for two rotary dryers to form part of a complete cane sugar factory to be built at Dondo, Portuguese East Africa.

£5,000 Middle East order

A £5,000 order for tank lining materials has been obtained by Acalor (1948) Ltd. of Crawley, Sussex for a desert power station at Abu Dhabi.

600,000 tins of paint for France

Over 600,000 tins of paint, weighing 40 tons has been shipped to Paris by Humbrol Ltd. the Hull makers of specialist enamels. It is the firm's biggest ever shipment to France, and has boosted sales there by 56 per cent over last year's comparable figure.

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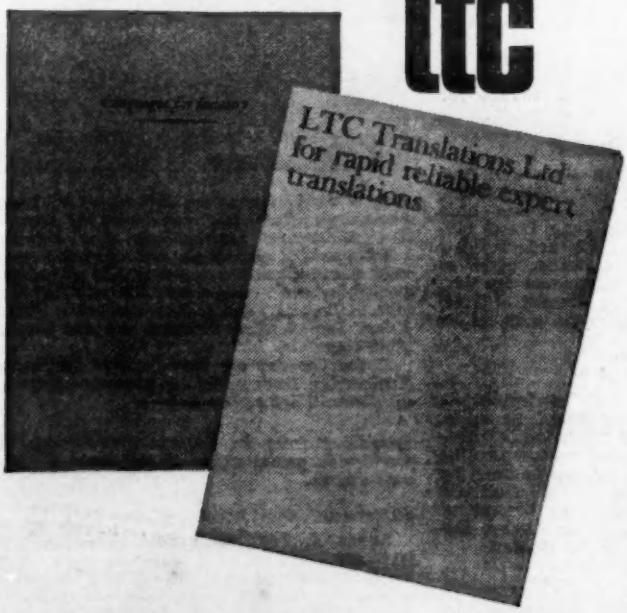

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

CEREALS

Regulation (CEE) No. 963/69 relates to the conditions for granting compensatory guarantees for soft wheat, bread-rye and maize in stock at the end of the 1968/1969 Marketing Year (*Journal Officiel* No. L126 dated May 28, 1969).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 970/69 modifies **Regulation (CEE) No. 1052/67** so far as it concerns certificates of exemption from levy (*Journal Officiel* No. L127 dated May 29, 1969).

Regulation (CEE) No. 971/69 modifies **Regulations No. 173/66** and **No. 911/68** so far as it concerns fixing the levies for olive oil and the subsidy for oil seeds (*Journal Officiel* No. L127 dated May 29, 1969).

Regulation (CEE) No. 972/69 modifies **Regulation (CEE) No. 190/69** relating to the denaturation process for colza and rape seeds (*Journal Officiel* No. L127 dated May 29, 1969).

CORRECTION – GENERAL

The *Board of Trade Journal* dated March 28, 1969, contained an announcement about **Regulation (CEE) No. 441/69** establishing the general complementary Regulations relative to granting export refunds for products subject to a single price rule, exported in a natural state or in the form of goods not covered by Annexe II of the Treaty. The *Journal Officiel des Communautés Européennes* No. L126 dated May 28, 1969, contains a correction to the text of the above Regulation.

Common Customs Tariff of the EEC

THE *Journal Officiel des Communautés Européennes* No. L124 dated May 24, 1969, contains the text of **Regulation (CEE) No. 955/69** relating to the classification of goods under Common Customs Tariff Heading No. 74.19 (other copper products).

The French text of the above Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

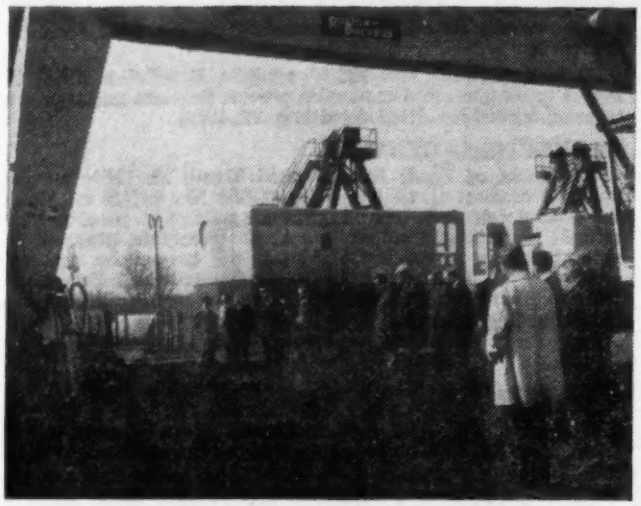
John Waghorn (centre), export sales manager of Charles H. Pugh Ltd. – makers of the Atco range of lawn mowers – describes the latest addition to the firm's plant, an automatic screw machine, which has reduced by 50 per cent the time taken to machine cutting cylinder and front roller shafts, to members of an inward mission of horticultural buyers from the Federal Republic of Germany who visited the company recently. The visit was jointly sponsored by the British National Export Council and the Federation of British Horticultural Exporters.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman. Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 245)



All European countries were represented at a recent conference for distributors organized by Ruston-Bucyrus Limited, Lincoln. The delegate's programme included briefing sessions on new Ruston-Bucyrus developments in the hydraulic crane and excavator fields and a tour of the works in Lincoln, where a £2 million expansion programme is nearing completion.

EUROPEAN COMMUNITIES, *continued*

Rules of Competition

THE *Board of Trade Journal* dated May 3, 1968, contained a notice about an application by the 'Association Générale des Fabricants Belge de Ciment Portland Artificiel' to the EEC Commission for negative clearance of an agreement.

The *Journal Officiel des Communautés Européennes* No. L122 dated May 22, 1969, contains the text of the Commission **Decision No. 69/152/CEE** granting negative clearance for this agreement under Article 2 of Regulation No. 17 (see *Board of Trade Journal* dated March 9, 1962).

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Customs legislation in the EEC

THE *Board of Trade Journal* dated March 21, 1969, contained an announcement about a number of directives for the harmonization of customs legislation in the EEC. An unofficial translation of Directive No. 69/76/CEE relating to the deferred payment of customs duties, taxes having equivalent effect and agricultural levies was published in the *Board of Trade Journal* dated May 28, 1969 (pages 1528-1529) and of Directive No. 69/74 (CEE) relating to the customs warehousing procedure in the *Board of Trade Journal* dated June 4, 1969 (pages 1579-1581).

The following translation of Directive No. 69/73/EEC concerning the procedure for inwards processing traffic (1) must not be treated as an official or authentic text. Readers are reminded that the text of the directive is official only in the French, German, Italian and Netherlands languages. The French texts of the Directives referred to above, which were published in the *Journal Official des Communautés Européennes* No. L58 dated March 5, 1969, may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

COUNCIL DIRECTIVE

of March 4, 1969

on the harmonizattion of legislation, regulations and adminstrative rules regarding procedure for inwards processing traffic.'

(69/73/EEC)

THE COUNCIL OF THE EUROPEAN COMMUNITIES,

Having regard to the Treaty establishing the European Economic Community, and, in particular, Articles 100 and 155 thereof,

having regard to a proposal of the Commission,

having regard to the opinion of the Assembly,

having regard to the opinion of the Economic and Social Committee,

whereas the Community is based upon a Customs Union;

whereas the introduction of the Customs Union is essentially governed by the provisions of Title 1, Chapter 1, of the Treaty, and this Chapter of the Treaty contains a number of precise provisions, particularly with regard to the elimination of customs duties as between Member States, the setting up and gradual introduction of the Common Customs Tariff and any independent alteration or suspension of duties contained therein; and whereas, although Article 27 specifies that Member States shall, before the end of the first stage and insofar as may be necessary, take steps to approximate their legislation, regulations and administrative rules in respect of customs matters, the said Article does not empower the Community agencies to adopt enforceable provisions in this field; and whereas the study in depth undertaken with Member States has nevertheless clearly shown the necessity of prescribing in certain fields, by means of enforceable Community acts, the measures essential for the introduction of customs legislation ensuring uniform application of the Common Customs Tariff;

whereas all the Member States have produced legislation, regulations and administrative rules allowing persons established there to utilize, without being subject to customs duties, charges with equivalent effect and agricultural levies, imported goods which do not fulfil the conditions laid down by Articles 9 and 10 of the Treaty, where these goods are intended for export, as a whole or in part, in the form of compensatory products;

whereas certain Member States subordinate the authorization of inwards processing procedure to a prior examination, either global or case by case, of the interests of national producers of identical goods or goods similar to those for which the authorization of the procedure is requested; and whereas other Member States restrict themselves to examining whether the technical conditions under which the proposed processing operations are to take place allow sufficient supervision to guarantee the levying of customs duties, charges with equivalent effect and agricultural levies which become due if the compensatory products are not exported;

whereas the inwards processing procedure has a direct effect on the setting up and functioning of the Common Market; and whereas the achievement of the Customs Union entails the elimination of differences present in this field and the abolition of this procedure for goods imported into the Community in order to be worked or processed in a Member State and then put up for consumption in another Member State;

whereas it is necessary to lay down common rules in the Member States governing inwards processing procedure and applicable to goods of all types and of any origin;

whereas it is important to guarantee the uniform application of these common rules and, to this end, to draw up a Community procedure so that the methods of application can be laid down at the appropriate time; and whereas it is necessary to set up a committee to organize close and effective co-operation between the Member States and the Commission in this field,

HAS ADOPTED THIS DIRECTIVE:

Article 1

This directive lays down the rules to be embodied in the legislation, regulations and administrative rules of the Member States concerning inwards processing procedure.

Article 2

1. 'Inwards processing procedure' is taken to mean the customs procedure which allows the utilization, without the imposition of customs duties, charges with equivalent effect or agricultural levies, of imported goods which do not fulfil the conditions laid down in Articles 9 and 10 of the Treaty when such goods are intended for export outside the customs territory of the Community, as a whole or in part, in the form of compensatory products as defined in paragraph 3.

2. Inwards processing procedure applies, within the terms of this Directive, to all types of goods whatever their origin.

3. 'Compensatory products' is taken to mean the products obtained following one or several of the following processing operations:

(a) the working of goods, including their mounting, assembling or adapta'ion to other goods;
(b) the processing of goods;
(c) the repair of goods, including their overhauling and finishing;
(d) the use of goods such as catalysers or agents for increasing or decreasing the speed of chemical reactions in order to simplify the manufacture of products, and which disappear totally or partly during use and cannot be indentified in these products. The use of sources of energy, lubricants, materials and tools does not come under the scope of this sub-paragraph.

4. In the case referred to in paragraph 3, (d), the total or partial disappearance of the goods is considered equal to the exportation of compensatory products insofar as the products manufactured are exported.

Article 3

1. Exemption from customs duties, charges with equivalent effect and agricultural levies shall be exercised in one of the following ways:

(a) Subjection of goods to a customs procedure suspending

customs duties, charges with equivalent effect and agricultural levies for the time during which they are to be allowed to remain within the customs territory of the Community;

(b) depositing of customs duties, charges with equivalent effect and agricultural levies applicable to the goods imported and repayment of these duties, charges and levies on the exportation of the compensatory products manufactured.

2. The choice of method is incumbent upon the authorities of the Member State within whose territory the processing in question will take place. Thes e authorities are hereafter referred to as the 'competent authorities'.

3. In the case referred to in paragraph 1 (a), the competent authorities may require a guarantee the nature and amount of which they may determine.

Article 4

1. The benefit of inwards processing procedure shall only be granted to natural or juridical persons established in the Community.

2. The competent authorities shall grant the benefit of this procedure to the persons concerned, at their request, either by means of an authorization granted automatically on the basis of provisions of a general nature or by means of global or special authorizations.

3. The benefit of this procedure shall not be granted when it is impossible to identify the goods imported in the compensatory products or, in the case referred to in Article 24, when it is impossible to establish whether the conditions laid down by this Article are fulfilled.

Article 5

1. The competent authorities are empowered to grant authorizations in all cases where inwards processing procedure could contribute to providing the most favourable conditions for the exportation of the goods resulting from this processing without adversely affecting the essential interests of Community producers.

2. A contribution to creating the most favourable conditions for exportation without adversely affecting the essential interests of Community producers is considered to be made by operations undertaken under the inwards processing procedure which relate, as appropriate, to:

(a) goods intended for the execution of a contract for work done to order made with a person established in a third country;

(b) goods which are not available within the Community, either because they are not produced there or because they are produced there in insufficient quantity or because the Community suppliers of these goods are not able to make them available to the user within the required time;

(c) goods the use of which is necessary in order to ensure compliance with the provisions relating to the protection of industrial and commercial proprietary rights;

(d) goods the use of which is necessary because those available within the Community cannot be used because they do not have the required properties, due regard being paid, in particular, to the requirements laid down by the buyers of compensatory products.

3. The competent authorities are also empowered to grant authorizations when it is evident that goods of the same quality, available within the Community, cannot be used because their cost is such that it would render the commercial operation in question economically impossible.

4. At the request of the competent authorities and under the conditions which they shall determine, it is incumbent upon the applicant to supply such information as he may have and as may provide evidence of the circumstances referred to in paragraphs 2 and 3.

Article 6

1. Authorizations granting the benefit of inwards processing procedure in cases other than those set out in Article 5, paragraphs 2 and 3, shall be subject to a term of validity not exceeding nine months. The factors which have led the competent authorities to grant such authorizations in the course of each month shall be notified by these authorities to the Commission before the 10th of the following month. The Commission shall inform the Member States thereof.

2. A period of six weeks from the date on which the information was transmitted to them by the Commission is allowed to the Member States in order for them to declare the cases which they do not think correspond to the conditions laid down in Article 5, paragraph 1, and to give the reasons on which their opinion is based.

3. Observations submitted by virtue of paragraph 2, shall be examined by the Committee set up in accordance with Article 26.

4. When, two months before the expiry of the nine months' period referred to in paragraph 1, the Council has not adopted any provisions on this matter, according to the procedure referred to in Article 29, the competent authorities may, at the request of the person concerned, extend the duration of the validity of the authorization.

Article 7

1. The factors which have led the competent authorities to grant authorizations under Article 5, paragraph 2, sub-paragraph (b) or (d), or under Article 5, paragraph 3, shall be notified periodically to the Commission by the Member States. Such information shall only be supplied in the case of processing operations which are sufficiently important on an economic level to warrant examination by the community.

2. The Member States shall inform the Commission of the applications which they have rejected and which might relate to processing operations of importance in the economic field.

3. The Commission shall transmit this information to the Member States.

Article 8

1. The Member States shall inform the Commission of provisions of general relevance as referred to in Article 4, paragraph 2, and of any amendments to these provisions.

2. The Commission shall transmit this information to the Member States.

Article 9

An authorization shall determine the conditions under which the processing operation shall be conducted, namely:

(a) the form of exemption as described in Article 3, paragraph 1,

(b) the period within which the goods imported must have reached one of the stages referred to in Article 13,

(c) the rate of return or, where appropriate, the way in which this rate will be determined.

Article 10

It is incumbent upon the holder of an authorization to implement all the measures of supervision and control laid down by the competent authorities.

Article 11

The competent authorities shall determine the rate of return on the processing operation on the basis of the real conditions in which this operation will take place. The rate is determined with reference to the type, quantity and quality of the various compensatory products.

Article 12

When circumstances so require and, in particular, in the case of processing operations traditionally performed under clearly defined technical conditions which relate to goods with obviously constant characteristics and result in the manufacture of compensatory products of uniform quality, standard rates of return which should be applied to enterprises as a whole which perform a specific type of processing operation may be laid down on the basis of real data obtained in advance, in accordance with the procedure referred to in Article 28.

Article 13

Inwards processing procedure is considered to be completed when, in accordance with the conditions laid down by the authorization, the compensatory products have been either exported from the customs territory of the Community or delivered to a customs warehouse, a free zone or subjected to Community transit procedure (external procedure) with a view to their subsequent exportation.

Article 14

The competent authorities may authorize:

(a) compensatory products delivered to a customs warehouse or a free zone in the country in which the processing operation or the last processing operation took place, or which have been subjected to the Community transit procedure (external procedure), to be put up for consumption under the conditions laid down in Article 16, provided that circumstances so warrant and that the duties, charges with equivalent effect and agricultural levies to be paid were fixed at the time when the goods were placed in a customs warehouse or a free zone or subjected to the Community transit procedure (external procedure);

(b) compensatory products delivered to a customs warehouse or a free zone or subjected to Community transit procedure (external procedure) to be exceptionally put up for consumption on payment of the customs duties, charges with equivalent effect and agricultural levies applicable on the date of putting up for consumption, provided that their total amounts to at least that which would have been collected under Article 16.

Article 15

1. When circumstances so warrant and, in particular, in the case of enterprises with continuous flow production intended both for the Community market and for external markets, the competent authorities may authorize:

(a) compensatory products to be either put up for consumption or destroyed;

(b) goods subjected to inwards processing procedure:
- to be put up for consumption or destroyed,
- to pass on to one of the stages referred to in Article 13,
- to be put up for consumption under the conditions laid down in Article 14,
- irrespective of whether these are goods still in the state in which they were imported, hereafter referred to as 'marchandises en l'état' (unworked goods), or in the form of

(*Continued on next page*)

EUROPEAN COMMUNITIES, *continued*

products resulting from a treatment which is incomplete in relation to that provided for by the authorization, hereafter referred to as 'produits intermédiaires' (intermediate products).

2. In the case of processing operations performed in connection with continuous flow production intended both for the Community market and for external markets, the conditions for the putting up for consumption of products resulting therefrom shall be laid down according to the procedure referred to in Article 28, in particular with regard to the maximum percentage for this putting up for consumption and to the payment of interest in arrears where applicable.

Article 16

In the case of the putting up for consumption authorized under the conditions refered to in Article 15, paragraph 1 (a) or (b), first dash, the customs duties, charges with equivalent effect and agricultural levies to be collected on the compensatory products, intermediate products or unworked goods are those applicable to the goods imported at the rate or amount chargeable on the date on which the competent authorities accepted the relative customs document, and on the basis of the value for customs purposes and of the other elements of taxation recognized or accepted at that date, without prejudice to the interest in arrears which may be payable.

Article 17

When the authorized putting up for consumption relates to a part either of the compensatory products or of the intermediate products, the customs duties, charges with equivalent effect and agricultural levies payable under the terms of Article 16 shall be calculated:

(a) in cases where one single type of product results from the processing operations: in proportion to the quantity of products put up for consumption with reference to the total quantity of products manufactured;
(b) in cases where several types of products result from the processing operations:
- if it is possible to determine the quantity of the goods referred to in Article 2, paragraph 1, added to each of the various products during manufacture: in terms of this quantity with reference to the total quantity of goods imported;
- otherwise, in terms of the value of each of the various products put up for consumption with regard to the total value, determined at the same date, of all the products manufactured.

Article 18

1. The Council, voting by a qualified majority on a proposal of the Commission, shall draw up the list of compensatory products and intermediate products whose putting up for consumption shall be affected, notwithstanding the provisions set out in Articles 16 and 17, subject to the customs duties, charges with equivalent effect and agricultural levies applicable to them and not to those relating to the goods imported.

2. When, as a result of the implementation of paragraph 1, compensatory products or intermediate products are put up for consumption free of customs duties, charges with equivalent effect and agricultural levies, their value is considered to be nil in terms of Article 17 (b), second dash.

Article 19

1. The destruction authorized under the provisions of Article 15 shall take place under customs supervision.

2. Where the result of this destruction is that the compensatory products, intermediate products or unworked goods lose all value, no customs duties, charges with equivalent effect or agricultural levies shall be collected.

On the other hand, in as much as the goods resulting from this destruction are put up for consumption, the provisions of Articles 16, 17 and 18 apply.

3. Destruction resulting from an act of God or *force majeure*, recognized as such by the competent authorities, shall be considered equivalent to authorized destruction.

Article 20

1. If, in the event of an inspection, the holder of an authorization is not able to answer to the competent authorities for the goods which should still be subject to inwards processing procedure in the form of unworked goods, intermediate products or compensatory products, the appropriate customs duties, charges with equivalent effect and agricultural levies for the missing goods shall be collected, without prejudice to any interest in arrears which may be payable.

2. Paragraph 1 is also applicable, notwithstanding evidence of the whereabouts of the goods, when the term of validity referred to in Article 9 has expired and the competent authorities do not require their re-exportation from the customs territory of the Community.

Article 21

The competent authorities may authorize the transfer to a third party of compensatory products, intermediate products or unworked goods, provided that this third party undertakes the obligations of the holder of the authorization.

Article 22

All or part of compensatory products, intermediate products or unworked goods may be subject to temporary export with a view to supplementary processing operations to be performed in a third country, subject to an authorization issued by the competent authorities, within the limits and under the conditions laid down by the provisions relating to outwards processing traffic.

When reimported into the Community, the products resulting from the supplementary processing operations shall, where appropriate, be resubmitted to the inwards processing procedure according to the form of exemption determined before the temporary exportation.

Article 23

1. When authorized in accordance with Article 15, the putting up for consumption of all or part of the products re-imported after temporary exportation shall give rise to the collection:

(a) on the one hand, of the customs duties, charges with equivalent effect and agricultural levies relating to the compensatory products, intermediate products or unworked goods referred to in Article 22, first paragraph, calculated according to the provisions of Articles 16, 17 and 18;
(b) on the other hand, of the customs duties, charges with equivalent effect and agricultural levies relating to the products reimported after processing outside the customs territory of the Community, under the provisions relating to outwards processing traffic.

2. Putting up for consumption may also be authorized under the same conditions for products which, after their re-importation following temporary exportation, have again been subject to inwards processing procedure.

Article 24

When circumstances so warrant, the competent authorities may consider as compensatory products, notwithstanding Article 2, paragraph 3, the products resulting from the working of goods of a type and quality and with technical characteristics identical with those of the goods imported.

Article 25

In the cases referred to in Article 24, when circumstances so warrant, the products considered as compensatory products may, under the conditions laid down by the competent authorities, be exported prior to the import of goods benefiting from inwards processing procedure. This exportation in anticipation is considered to be the same as the exportation referred to in Article 2, paragraph 1.

Article 26

1. A committee on inwards processing traffic, hereafter referred to as the 'Committee', shall be set up, consisting of representatives of the Member States and presided over by a representative of the Commission.

2. The Committee shall determine its own internal procedure.

Article 27

The Committee may examine any question relating to the application of this Directive raised by its chairman either on his own initiative or at the request of the representative of a Member State.

Article 28

1. The necessary provisions for the implementation of Article 2, paragraphs 3 and 4, Articles 9, 10, 12, 13 and 14, Article 15, paragraph 2, Articles 16 and 17, Article 19, paragraph 3, and Articles 21, 22, 24 and 25 shall be adopted according to the procedure laid down in paragraphs 2 and 3 below.

2. The representative of the Commission shall submit to the Committee a draft of the provisions to be adopted. The Committee shall express its opinion on this draft within the period which the chairman may determine with reference to the urgency of the matter in question. Its decisions shall be by a majority of 12 votes, the votes of the Member States being subject to the weighting as described in Article 148, paragraph 2, of the Treaty. The chairman shall not cast a vote.

3. (a) The Commission shall adopt the provisions in question when they are approved by the Committee.
(b) When the provisions in question are not approved by the Committee, or when no opinion is expressed, the Commission shall submit to the Council without delay a proposal relating to the provisions to be adopted. The Council shall vote by qualified majority.
(c) If, on the expiry of a period of three months reckoned from the date of their submission to the Council, the latter has not pronounced on them, the provisions proposed shall be adopted by the Commission.

Article 29

The provisions necessary for the implementation of Articles 5 and 6 shall be adopted by the Council voting by qualified majority on a proposal of the Commission.

Article 30

The Member States shall introduce the necessary legislation, regulations and administrative rules so that the competent authorities can implement the measures referred to by the provisions adopted by virtue of Articles 28 and 29, from the date of their entry into force as determined by these provisions.

Article 31

1. The Member States shall transmit to the Commission statistical information relating to all the processing operations which take place on their territory from October 1, 1969. The Commission shall transmit this informatiton to the other Member States.

2. The information referred to in paragraph 1 shall be supplied globally. It shall form the object of two summaries. The first summary shall show by tariff headings the quantity and value for customs purposes of goods imported under inwards processing procedure, after deduction of the quantities which, under the conditions set out in this Directive, have been put up for consumption or destroyed under customs supervision. The second summary shall set out by tariff headings the quantity and value of the compensatory products exported from the customs territory of the Community.

Any information which might affect industrial or commercial secrets may be contained in separate summaries.

Article 32

The information and notifications referred to in this Directive, other than those set out in Article 36, are of a confidential nature.

Article 33

Authorizations issued prior to October 1, 1969, shall remain valid for the period of their validity up to a maximum of one year reckoned from that date.

Article 34

The Member States shall bring into force the necessary measures in order to conform to this Directive by October 1, 1969 at the latest.

Article 35

In as much as the provisions to be adopted in virtue of Article 12, Article 15, paragraph 2, and Article 18 have not yet come into force, the corresponding legislation, regulations and administrative rules of the Member States shall remain in force unless they abrogated them.

Article 36

Each Member State shall inform the Commission of the provisions it adopts for the implementation of this Directive.

The Commission shall transmit this information to the other Member States.

Article 37

This Directive is addressed to the Member States.

Done at Brussels, March 4, 1969.

By the Council,
The President,
G. THORN.

(1) The expressions 'inwards/outwards processing traffic' mean respectively 'temporary import/export for processing'.

IRISH REPUBLIC

Import quota: leather footwear

UNDER the Control of Imports Acts, 1934 to 1964, the Government of the Republic of Ireland has set a quota of 92,500 pairs of leather footwear for the period July 1, 1969 to December 31, 1969.

DENMARK

Exchange control regulations

THE DANISH Government has introduced two exchange control regulations with effect from May 10. These are that (i) no payment for goods ordered from overseas may be made in advance of the longest date stipulated in the contract, and that (ii) every Danish importer must use the longest of any alternative credit terms allowed for in this contract.

Further details of these regulations can be obtained from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459, 461).

Senor Don Gregoric Lopez Bravo, Spanish Minister of Industry, recently visited the United Kingdom as the guest of the British Government. He was accompanied by Senor Don Julio Calleja Gonzalez-Camino, general manager of the Institute Nacional de Industria, and by Senor Don Dernardo Lopez Majano, director-general of Energy and Fuel in the Ministry of Industry. Picture shows: Senor Bravo (left) with Sir Maurice Fiennes, chairman of The Davy-Ashmore Group, Sheffield, in the course of a visit to Davy-Ashmore's Exhibition Room at its London headquarters.

SPAIN

Duty-free import quotas

DECREES were published in the Spanish State Gazette dated May 26 establishing the following duty-free import quotas:

Tariff heading	Description	Quota tons	Valid until
29.01 A 3	Ethylene	20,000	December 31, 1969
73.07 B 3 a	Pieces roughly shaped by forging for the manufacture of billets up to a maximum width of 600 millimetres	15,000	June 30, 1969

Inquiries about this Notice should be addressed to: Export Promotion Services, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Import duty suspension: steel bloom coils

NOTICE WAS GIVEN in the *Board of Trade Journal* dated February 28, page 648, of a suspension of the customs duty of stainless steel blooms (Tariff Heading 73.15-B 2b) until May 17, 1969. The Spanish authorities have announced that the suspension has been extended until August 17, 1969.

Inquiries about this notice should be addressed to Export Promotion Services, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

ISRAEL

Import regulations

THE ISRAELI Official Gazette *Kovetz Hatakanot*, No. 2374 of April 17 has published regulations in respect of packing and trading in poisons and noxious chemicals.

A copy of these regulations is held by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420), to whom any inquiries should be addressed.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

LEBANON

Import taxation

THE LEBANESE *Official Gazette* No. 32 of April 21, 1969, has published a decision (Arrêté No. 197/1 of April 8, 1969) introducing a new rate of import tax (other than customs duty) on tomato sauce.

Tariff No.	Details of product	Basis for collection	Rate of Tax
21.04	Tomato sauce containing added sugar (Catchup)	K. ‡ G.	50 Piastres

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E C.4 (Tel. 01-248 5757, Ext. 420/475).

Customs tariff (1)

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff:

Heading No.	Description of goods	Basis for collection	Normal Tariff
71.14	Other articles of precious metal or rolled precious metal:		
11	(a) Tissues and net-like plates of platinum prepared as catalysts	Value	4%
21	(b) Other	Value	18%
38.11	Disinfectants, insecticides, fungicides, weed-killers, anti-sprouting products, rat poisons and similar products, put up in forms or packings for sale by retail or as preparations or as articles (for example, sulphur-treated bands, wicks and candles, fly-papers):		
12	(a) In aerosol packings	Value	18%
23	(b) Other	Value	Exempt

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of March 14 issue.

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Customs tariff (2)

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff:

Heading No.	Description of goods	Basis for collection	Normal Tariff
15.02	Unrendered fats of bovine cattle, sheep, or goats; tallow (including premiers jus) produced from those fats:		
11	(a) In containers of a net content of 50 Kg. or more	Value	Free
21	(b) Other	Value	18% the duty not to be less than 100 Kg. ‡ gross 2,500 piastres
15.03	Lard stearin, oleostearin and tallow stearin; lard oil, oleo-oil and tallow, not emulsified or mixed or prepared in any way:		
11	(a) In containers of a net content of 50 Kg. or more	Value	Free
21	(b) Other	Value	18% the duty not to be less than 100 Kg. ‡ gross 2,500 piastres
15.13	Margarine, imitation lard and other prepared edible fats:		
11	(a) (No change).		
17	(b) Prepared edible fats made from fats in heading 15.02 or products in heading 15.03	Value	18% the duty not to be less than 100 Kg. ‡ gross, 2,500 piastres
27	(No change).†		

†i.e. 100 Kg. ‡ gross, 4,600 piastres the duty not to be less than Value 28%

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

IRAN

Import liberalization

THE MINISTRY of Economy has announced that as the goods listed below, which fall under tariff numbers 277 to 279 and 965 to 967, cannot possibly be manufactured and supplied adequately within the first six months of the current Iranian year, i.e. up to September 22, 1969, there would be no objection to their importation during this period.

1). Plastic raw material in the form of powder, liquid and granules and flakes (with the exception of granule PVC)
2). Acrelic plates.
3). Tail-lights of vehicles.
4). Screens for motion pictures with a width of more than 2 metres.
5). Plastic stopper for bottle.
6). Valve for aerosol container.
7). Celluloid sheets.
8). Metallic plates laminated with plastic sheets.
9). Plastic metallized film.
10). Tapes catgut and plastic profile armed with aluminium.
11). Fibre covered with special metallic cover.
12). Ebonite used in electronic industries.
13). Sheets prepared from leather and plastic layers.
14). Embossed plastic postal cards.

Any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 475).

SIERRA LEONE

Import licensing regulations

TELEGRAPHIC information has been received from Sierra Leone concerning an amendment to the General Import Licence No. 1 of 1969. The list of items for which specific import licences are required (published in the *Board of Trade Journal* dated October 18, 1968, page 1082) and subsequently amended, is now further amended by the addition of the following items:

Customs Classification	Items
629-120	Outer covers for passenger cars and dual purpose vehicles (excluding motor cycles).
629-130	Outer covers for trucks (lorries) and buses.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

UGANDA

Import licensing regulations

STATUTORY INSTRUMENT No. 80 of 1969, published in the Uganda Official Gazette of May 26, sets out the External Trade (Prohibition of the Importation of Goods) Order, 1969, the First, Second and Third Schedules of which are set out below. This Order revokes the External Trade (Prohibition of the Importation of Goods) Order, 1967, published in the *Board of Trade Journal* of December 15, 1967, pages 1570-1573, with effect from May 26, 1969.

**N.B.*—Only those goods identified by a five-figure item code require an Import Licence.

n.e.s. means not elsewhere specified.

SCHEDULE 1

Goods for which an Import Licence* is required if produced or manufactured in any country except Kenya and Tanzania.

Item code		Division Number, Group Number and Items
		Division 01 – Meat and Meat Preparations
	013	*Meat in Airtight Containers, n.e.s., and Meat Preparations, whether or not in airtight containers.*
		Other prepared or preserved meat:
013 8 1		Canned beef.
		Division 02 – Dairy Products and Eggs
	022	*Milk and Cream.*
		Milk and cream (including buttermilk, skimmed milk and whey), evaporated or condensed (in liquid or semi-solid form):
022 3 0		Milk and cream, fresh (including buttermilk, skimmed milk, sour milk, sour cream and whey).
	023	*Butter.*
023 0 2		Clarified butter (ghee).
	025	*Eggs.*
025 0 1		Eggs in the shell.
025 0 2		Eggs not in the shell, liquid, frozen or dried.
		Division 04 – Cereals and Cereal Preparations
	041	*Wheat (including Spelt) and Meslin, Unmilled.*
041 0 0		Wheat (including spelt) and meslin, unmilled.
	042	*Rice.*
042 0 0		Rice.
	044	*Maize (Corn), Unmilled.*
044 0 0		Maize (corn), unmilled.
	045	*Cereals, Unmilled, other than Wheat, Rice, Barley and Maize.*
		Cereals, unmilled, n.e.s.:
045 9 1		Millet.
045 9 9		Sorghum.
	046	*Meal and Flour of Wheat or of Meslin.*
046 0 0		Meal and flour of wheat or of meslin.
	047	*Meal and Flour of Cereals, except Meal and Flour of Wheat or of Meslin.*
		Meal and flour of cereals, milled except meal and flour of wheat or of meslin:
047 0 1		Meal and flour of maize.
047 0 9		Meal and flour of cereals, n.e.s., excluding breakfast foods.
		Division 05 – Fruit and Vegetables
	054	*Vegetables, Fresh, Frozen or Simply Preserved (including dried Leguminous Vegetables); Roots, Tubers and Other Edible Vegetable Products, n.e.s., Fresh or Dried.*
054 2 0		Beans, peas, lentils and other leguminous vegetables dry, including split.
054 5 1		Other fresh vegetables: Onions.
		Vegetable products, roots and tubers chiefly for human food, n.e.s., fresh or dried:
054 8 1		Cassava roots.
	055	*Vegetables, Roots and Tubers, Preserved or Prepared, n.e.s., whether or not in airtight containers.*
		Flour and flakes of potatoes, fruits and vegetables (including sago, tapioca):
055 4 1		Cassava flour.
		Division 06 – Sugar, Sugar Preparations and Honey
	061	*Sugar and Honey.*
		Raw sugar, beet and cane (not including syrups):
061 1 1		Jaggery (Muscovado).
061 1 9		Other.
061 2 0		Refined sugar and other products of refining beet and cane sugar (not including syrups).
061 5 0		Molasses.
016 9 0		Sugars and syrups, n.e.s. (including artificial honey and caramel).
		Division 07 – Coffee, Tea, Cocoa, Spices and Manufactures thereof
	071	*Coffee.*
		Coffee, green or roasted, and coffee substitutes containing coffee:
		Coffee, not roasted.
071 1 1		Arabica, hulled.
071 1 2		Robusta, hulled.
071 1 3		Arabica, parchment.
071 1 4		Robusta, parchment.
071 1 5		Arabica, cherry.
071 1 6		Robusta, cherry.
071 1 7		Tirage.
071 1 8		Coffee, roasted, including ground, and coffee substitutes containing coffee.
071 3 0		Coffee extracts, essences, concentrates and similar preparations of coffee.
	074	*Tea and Mate.*
074 1 0		Tea.
	075	*Spices.*
		Pepper and pimento, whether or not ground:
075 1 1		Chillies.
		Spices, except pepper and pimento, whether or not ground:
075 2 2		Vanilla.
		Division 08 – Feeding Stuff for Animals (not including Unmilled Cereals)
	081	*Feeding Stuff for Animals (not including Unmilled Cereals).*
		Bran, pollard, sharps and other by-products from the working of cereal grains and leguminous vegetables:
081 2 1		Maize germ meal.
081 2 9		Other.
		Division 09 – Miscellaneous Food Preparations
	091	*Margarine and Shortening.*
		Margarine, imitation lard and other prepared edible fats, n.e.s.:
091 4 1		Ghee substitutes (vegetable ghee).

(*Continued on next page*)

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UGANDA, *continued*

Item code	Division Number, Group Number and Items
091 4 9	Other.
099	*Food Preparations, n.e.s.*
099 0 1	Roasted coffee substitutes, etc.
099 0 2	Extracts, essences or concentrates of tea or mate, etc.
	Division 11 – Beverages
111	*Non-Alcoholic Beverages, n.e.s.*
111 0 1	Waters, mineral, aerated and table.
111 0 2	Lemonade and flavoured waters, non-alcoholic.
112	*Alcoholic Beverages.*
112 1 1	Wine of fresh grapes (including grape must: Vermouth and other aromatic wines.
112 1 2	Wine, still (in bottle).
112 1 3	Wine, still (in cask or other containers of 5 gallons (4·544 litres) or over).
112 1 4	Wine, sparkling (champagne).
112 1 5	Wine, sparkling (other than champagne).
112 3 0	Beer (including ale, stout, porter).
	Distilled alcoholic beverages:
112 4 1	Brandy.
112 4 2	Gin and Geneva.
112 4 3	Whisky.
112 4 4	Rum.
112 4 5	Other potable spirits, n.e.s.
112 4 6	Liqueurs, cordials and mixed potable spirits.
	Division 12 – Tobacco and Tobacco Manufactures
122	*Tobacco Manufactures.*
122 1 0	Cigars and cheroots (including cigarillos).
122 2 0	Cigarettes.
	Tobacco, manufactured (including smoking and chewing tobacco, snuff):
122 3 9	Tobacco manufactured, n.e.s.
	Division 22 – Oil-seeds, Oil-nuts and Oil-kernels
221	*Oil-seeds, Oil-nuts and Oil-kernels.*
221 1 0	Groundnuts (peanuts), green, whether or not shelled.
221 2 0	Copra.
221 6 0	Cotton-seed.
221 7 0	Castor-seed.
	Oil-seeds, oil-nuts and oil-kernels, n.e.s.:
221 8 1	Sesame-seed.
221 8 2	Sunflower-seed.
	Division 26 – Textile Fibres (not Manufactured into Yarn, Thread or Fabrics) and their Waste
263	*Cotton.*
263 1 0	Raw cotton other than linters.
263 2 0	Cotton linters.
263 3 0	Cotton waste, not carded or combed
263 4 0	Cotton, carded or combed.
265	*Vegetable Fibres except Cotton and Jute.*
	Sisal and other fibres of the agave family and their waste:
265 4 1	Sisal fibre.
265 4 2	Sisal tow.
265 4 3	Sisal flume tow.
	Division 27 – Crude Fertilizers and Crude Minerals (excluding Coal, Petroleum and Precious Stones)
271	*Fertilizers, Crude.*
271 0 0	Fertilizers, crude.
276	*Other Crude Minerals.*
	Salt:
276 3 1	Salt, table.
276 3 9	Salt, other.
	Division 33 – Petroleum and Petroleum Products
332	*Petroleum Products.*
	Lamp oil and white spirit (kerosene, illuminating oil, jet fuel):
332 2 2	Illuminating kerosene.
332 2 3	Power kerosene.
	Division 42 – Fixed Vegetable Oils and Fats
421	*Fixed Vegetable Oils, Soft.*
421 2 0	Soyabean oil.
421 3 0	Cotton-seed oil.
421 4 0	Groundnut (peanut) oil.
421 6 0	Sunflower-seed oil.
421 8 0	Sesame-seed oil.
	Division 53 – Dyeing, Tanning and Colouring Materials
533	*Pigments, Paints, Varnishes and Related Materials.*
	Prepared paints, enamels, lacquers, varnishes including:
	Distempers and paints as defined in item 104 (b) of the Schedule to the Customs Tariff Ordinance, 1958:
533 3 1	Distempers.
533 3 9	Paints, enamels, lacquers, varnishes.
	Division 55 – Essential Oils and Perfume Materials: Toilet, Polishing and Cleansing Preparations
553	*Perfumery and Cosmetics, Dentifrices and other Toilet Preparations (except Soaps).*
553 0 1	Dentifrices.
554	*Soaps, Cleansing and Polishing Preparations.*
	Soaps:
554 1 1	Soap – toilet (including medicinal soap).
554 1 9	Soap – other.
554 3 0	Polishes, pastes, powder and similar preparations for polishing and preserving leather, wood, metal, glass and other materials.
	Division 56 – Fertilizers, Manufactured
561	*Fertilizers, Manufactured.*
	Nitrogenous fertilizers and nitrogenous fertilizer materials (other than natural), n.e.s.:
561 1 1	Sulphate of ammonia.
561 1 9	Other.
	Phosphatic fertilizers and phosphatic fertilizer materials (other than natural) (including superphosphates and basic dephosphorization slag):
561 2 1	Basic slag (Thomas slag).
561 2 2	Superphosphates.
561 2 9	Other phosphatic fertilizers and fertilizer materials.
	Division 57 – Explosives and Pyrotechnic Products
571	*Explosives and Pyrotechnic Products.*
571 1 0	Propellent powders and other prepared explosives.
571 2 0	Fuses, primers and detonators.
571 3 0	Pyrotechnical articles (fireworks).
571 4 0	Hunting and sporting ammunition.
	Division 59 – Chemical Materials and Products, n.e.s.
599	*Chemical Materials and Products, n.e.s.*
599 2 0	Insecticides, fungicides, disinfectants (including sheep and cattle dressing) and similar preparations.
	Starches, inulin, gluten; albuminoidal substances; glues:
599 5 9	Starches and starch base materials.
	Division 61 – Leather, Leather Manufactures, n.e.s., and Dressed Fur Skins
612	*Manufactures of Leather or of Artificial or Reconstituted Leather, n.e.s.*
	Uppers, legs, and other prepared parts of footwear of all materials except of metal or of asbestos:
612 3 1	Leather uppers, complete or semi-manufactured for making into footwear.
	Division 62 – Rubber Manufactures, n.e.s.
629	*Articles of Rubber, n.e.s.*
	Rubber tyres and tubes for vehicles and aircraft:
629 1 1	Bicycle tyres.
629 1 5	Bicycle tubes.
	Division 63 – Wood and Cork and Manufactures (excluding Furniture)
631	*Veneers, Plywood Boards, 'Improved' or Reconstituted Wood and Other Wood, Worked, n.e.s.*
631 1 0	Veneer sheets.
631 2 0	Plywood (including veneered panels) (block boards).
632	*Wood Manufactures, n.e.s.*
632 1 0	Boxes, cases, crates, complete, whether or not assembled (including tea chests).
	Division 64 – Paper, Paperboard and Manufactures thereof
641	*Paper and Paperboard.*
641 1 0	Newsprint paper.
	Other printing and writing paper (machine-made), in rolls or sheets:
641 2 1	Uncoated printing and writing paper in rolls or sheets.
641 2 2	Coated printing and writing paper in rolls or sheets.
641 3 0	Kraft paper and kraft paperboard.
641 4 0	Cigarette paper in bulk, rolls or sheets.
641 5 0	Machine-made paper and paperboard, simply finished, in rolls or sheets, n.e.s.
	Fibreboards and other building boards of wood pulp or of vegetable fibres:
641 6 1	Chipboard (particle board).
641 6 2	Hardboard.
641 6 3	Soft board.
641 6 9	Other.
	Paper and paperboard in rolls or sheets, n.e.s.:
641 9 1	Parchment or grease-proof paper or paperboard in rolls or sheets.
641 9 2	Composite paper and paperboard in rolls or sheets.
641 9 3	Corrugated, etc., paper and paperboard in rolls or sheets.
641 9 4	Ruled or squared paper and paperboard in rolls or sheets.
641 9 5	Paper and paperboard, impregnated, coated, etc., in rolls or sheets, other than printing and writing paper.
641 9 6	Filterblocks of paper pulp.
641 9 9	Other.
642	*Articles made of Paper Pulp, of Paper or of Paperboard.*
642 1 0	Paper bags, paperboard boxes and other containers of paper or paperboard.
642 2 0	Envelopes, writing blocks, letter pads and similar paper stationery of the kind used in correspondence, n.e.s.
642 3 0	Exercise books, registers, albums, diaries, memorandum blocks and other stationery of paper or paperboard.
	Articles of paper pulp, paper or paperboard, n.e.s. (including paper and paperboard cut to size):
642 9 1	Cigarette paper cut to size.
642 9 2	Carbon and other copying papers cut to size.
642 9 9	Other.
	Division 65 – Textile Yarn, Fabrics, Made-up Articles and Related Products
652	*Cotton Fabrics, Woven (not including Narrow or Special Fabrics).*
652 1 0	Cotton fabrics, woven, grey (unbleached), not mercerized.
652 2 1	Bleached.
652 2 2	Coloured (woven of coloured yarn or of yarn of different colours).
652 2 3	Dyed in the piece – khaki drill and twill.
652 2 4	Dyed in the piece : drills and twills other than khaki.
652 2 5	Dyed in the piece – other.
652 2 6	Printed khangas.
652 2 7	Printed, other.
652 2 9	Other (including cotton velvets, plushes, corduroy and furnishing fabrics).
653	*Textile Fabrics, Woven (not including Narrow or Special Fabrics), other than Cotton Fabrics.*
	Jute fabrics, woven:
653 4 1	Hessian and sacking in the piece.
653 4 9	Other.
	Fabrics, woven, of synthetic fibres, of regenerated (artificial) fibres and glass fibre:
653 5 1	Grey (unbleached).
653 5 2	Bleached.
653 5 3	Coloured (woven of coloured yarn or of yarn of different colours).
653 5 4	Dyed in the piece.
653 5 5	Printed.
653 5 9	Other (including velvets, plushes, furnishing fabrics, etc.).
655	*Special Textile Fabrics and Related Products.*
	Coated or impregnated textile fabrics and products, n.e.s.
655 4 1	Fabrics, coated or impregnated.
	Cordage, cables, ropes, twines and manufactures thereof (fishing nets, rope-makers' wares):
655 6 1	Cordage, rope, twine of coir.
655 6 2	Cordage, rope, twine of jute.
655 6 3	Cordage, rope, twine of sisal.
655 6 4	Cordage, rope, twine of other fibres.
655 6 5	Fishing nets and netting including fishing lines.
656	*Made-up Articles, Wholly or Chiefly of Textile Materials, n.e.s.*
	Bags and sacks of textile materials:
656 1 1	Jute bags and sacks.
656 1 2	Sisal bags and sacks.
656 1 9	Other including bags and sacks made of mixed fibres.
	Blankets, and travelling rugs:
656 6 1	Woollen.
656 6 2	Cotton.
656 6 9	Other, n.e.s.
	Made-up articles of textile materials, n.e.s.:
656 9 1	Bed sheets, bed spreads, table cloths, towels and similar articles.
	Division 66 – Non-Metallic Mineral Manufactures, n.e.s.
661	*Lime, Cement and Fabricated Building Materials, except Glass and Clay Materials.*
	Cement:
661 2 1	Cement, portland.
661 2 2	Cement, building, other:
	Building materials of asbestos-cement and fibre-cement and of unfired non-metallic minerals, n.e.s.:
661 8 1	Asbestos cement pipes.
661 8 2	Asbestos and asbestos-cement sheets, ridgings, gutterings and tiles.
666	*Pottery.*
666 4 0	Porcelain or china householdware.
666 5 0	Householdware of other ceramic materials including hard earthenware.
667	*Pearls and Precious and Semi-Precious Stones, Unworked or Worked.*
667 2 0	Diamonds (other than industrial diamonds).
667 9 0	Other.
	Division 67 – Iron and Steel
673	*Iron and Steel Bars, Rods, Angles, Shapes and Sections (including Sheet Piling).*
673 1 0	Wire rod of iron or steel.
673 2 0	Bars and rods (excluding wire rod) of iron or steel.
674	*Universals, Plates and Sheets of Iron or Steel.*
	Universals, plates and sheets, uncoated:
674 4 1	Sheets of iron or steel in coil, uncoated.
674 4 9	Sheets of iron or steel, other, uncoated.
674 9 1/2	Plates and sheets of iron or steel, coated, excluding tinned plates and sheets, corrugated.
674 9 3/4	Plates and sheets of iron or steel, coated, excluding tinned plates and sheets, flat galvanized including sheet in coil.
675	*Hoop and Strip of Iron or Steel.*

Item code	Division Number, Group Number and Items
675 0 1	Bailing hoop and strip.
677	*Iron and Steel Wire (excluding Wire Rod).*
677 0 1	Nail wire of a thickness of BWG4 to BWG17.
678	*Tubes, Pipes and Fittings of Iron or Steel.*
678 3 0	Tubes and pipes of iron (other than of cast iron) or steel welded.
678 5 0	Tube and pipe fittings of iron or steel.
679	*Iron and Steel Castings and Forgings, Unworked, n.e.s.*
679 0 9	Cast iron sanitary fittings, manhole covers and frames.
	Division 68 – Non-Ferrous Metals
681	*Silver, Platinum and Other Metals of the Platinum Group.*
681 1 0	Silver, unworked or partly worked including ingots.
681 2 0	Platinum and other metals of the platinum group, unworked or partly worked including ingots.
684	*Aluminium.*
	Aluminium and aluminium alloys, worked:
684 2 2	Circles.
684 2 4	Corrugated sheets.
688	*Uranium and Thorium and their Alloys.*
688 0 0	Uranium and thorium and their alloys.
	Division 69 – Manufactures of Metals, n.e.s.
691	*Finished Structural Parts and Structures, n.e.s.*
	Finished structural parts and structures of iron or steel:
691 1 1	Doors, door and window frames (including shop fronts, casements and louvre frames) of metal.
	Finished structural parts and structures of aluminium or zinc:
691 9 0	Aluminium and zinc door and window frames (including louvre frames).
692	*Metal Containers for Storage and Transport.*
692 2 0	Casks, drums, boxes, cans and similar commercial containers used for transport of goods.
693	*Wire Products (excluding Electric) and Fencing Grills.*
	Wire of iron and steel, of types used for fencing:
693 2 1	Barbed wire.
693 2 9	Fencing wire, other.
694	*Nails, Screws, Nuts, Bolts, Rivets and similar articles of Iron, Steel or of Copper.*
694 1 0	Nails, wire, of all types.
694 2 0	Screws, wood only.
695	*Tools for use in the Hand or in Machines.*
	Hand tools of a kind mainly used in agriculture or forestry:
695 1 1	Hoes (jembes).
695 1 9	Axes.
	Other tools for use in the hand or in machines:
695 2 1	Shovels.
695 2 9	Pickaxes.
697	*Household Equipment of Base Metals.*
	Domestic utensils of base metals:
697 2 4	Enamelled hollow-ware.
697 2 5	Aluminium ware, domestic (excluding electrical).
698	*Manufactures of Metal, n.e.s.*
	Articles of base metals, n.e.s.:
698 9 0	Earthpans (karais).
	Division 71 – Machinery, other than Electric
719	*Machinery and Appliances (other than Electrical) and Machine Parts, n.e.s.*
	Other non-electrical machines:
719 6 1	Weighing machinery and weights therefor including commercial spring balances.
	Division 72 – Electrical Machinery, Apparatus and Appliances
723	*Equipment for Distributing Electricity.*
723 1 0	Insulated wire and cable.
724	*Telecommunications Apparatus.*
	Television broadcast receivers, whether or not combined with gramophone or radio:
724 1 1	Television sets, domestic, complete.
724 1 9	Other, including spares.
	Radio broadcast receivers, whether or not combined with gramophone:
724 2 1	Wireless receiving sets, domestic, including car radios and radiograms.
724 2 9	Other, including spares.
725	*Domestic Electrical Equipment.*
725 0 1	Domestic refrigerators, electrical.
729	*Other Electrical Machinery and Apparatus.*
	Batteries and accumulators:
729 1 1	Motor vehicle batteries.
729 1 2	Cells, dry, for torches, transistor radios, etc., 'D' size, medium size, penlite size.
	Division 73 – Transport Equipment
732	*Road Motor Vehicles.*
732 1 0	Passenger motor-cars, including station wagons (other than buses or special vehicles), whether or not assembled.
732 2 0	Buses (including trolley buses), whether or not assembled.
732 3 0	Lorries and trucks (including ambulances, etc.), whether or not assembled.
732 4 0	Special-purpose lorries, trucks and vans, whether or not assembled.
732 6 0	Chassis with engines mounted of a kind used for vehicles of heading 732 1 0.
732 7 0	Other chassis with engines mounted.
	Bodies, chassis, frames and other parts of motor vehicles other than motor-cycles (not including rubber tyres, engines, chassis with engines mounted, electrical parts):
732 8 1	Bodies for motor vehicles other than for motorcycles.
732 8 9	Other parts for motor vehicles other than for motorcycles and tractors.
	Motorcycles, motorized cycles and their parts:
732 9 1	Motorcycles, auto-cycles, etc., and side-cars.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

ZAMBIA

Improved packing necessary for exports to Zambia

IN A NOTICE published in the *Board of Trade Journal* of July 5, 1968, page 61, exporters were advised of the need for improved packing for exports to Zambia via Dar es Salaam. The *Board of Trade Journal* notice of April 18, 1969, pages 1140-1142, gave details of goods which are now compulsorily routed to Zambia via Dar es Salaam. Unless exporters are making alternative arrangements to send their goods direct to Zambia by air freight, or to forward them from Dar es Salaam by air freight, they would be well advised to pay special attention to the packing of these exports to Zambia.

All exports consigned via Dar es Salaam will, unless other arrangements are made, be forwarded to Zambia by road via Zambia-Tanzania Road Services. This 1,200 mile route is still for the most part an earth road of varying standard. The butumenization programme is making good progress in Zambia but it will be several years before the whole road is tarmaced. Meanwhile, road conditions are severe and dust or mud add serious hazards to the risk of damage to goods in transit. There is also a high rate of loss and pilferage from broken packages. Some covered vehicles have now been introduced by ZTRS, but goods are liable to be handled under difficult conditions five or six times before delivery to consignees in Zambia. *Unless additional precautions are taken in packaging, the risk of damage or loss of goods is inevitable.*

In addition to the losses sustained on goods consigned via Dar es-Salaam, importers in Zambia suffer a higher than average rate of loss and damage to goods on other surface routes. In many cases this is due to inadequate packing. Handling of goods consigned via Beria, Lourenco Marques, Port Elizabeth, Durban, or via Lobito, and thence by rail to Zambia, also requires a higher than usual standard of packing.

As an alternative to consigning by surface routes, many importers are now turning to air freight (see *Board of Trade Journal* notice of April 5, 1968, page 1123). The additional cost of air freight on many categories of goods is more than covered by the saving in time (and hence credit) and the fact that goods arrive intact and without serious risk of pilferage. Exporters are recommended to examine the relative overall costs and risks of air freight and surface routes and if necessary experiment with trial consignments by air freight. Advice on costs of air freight and air freight services may be obtained from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226).

TANZANIA

Import licensing regulations

GOVERNMENT Notice No. 136, The Open General Licence 1968 (Amendment) (No. 5) Notice, 1969, published in the United Republic of Tanzania *Official Gazette* of May 23, amends, with effect from May 16, the Open General Licence, 1968. The Second and Fourth Schedules which include goods of United Kingdom origin for which specific import licences are required (published in the *Board of Trade Journal* of August 16, 1968, pages 514-515), and subsequently amended, are now further amended by the addition of the following items:

Second Schedule

By inserting immediately above item 04.02 the following new item:

02.02 Dead Poultry (that is to say, fowls, ducks, geese, turkeys and guinea fowls) and edible offals thereof (except liver), fresh, chilled or frozen.

Fourth Schedule

By inserting immediately below item 02.01 the following new item:

02.02 Dead Poultry (that is to say, fowls, ducks, geese, turkeys and guinea fowls) and edible offals (except liver), fresh, chilled or frozen.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

GHANA

United Kingdom loan, 1969

IN A NOTICE published in the *Board of Trade Journal* of April 25, 1969, page 1209, reference was made to an agreement which had been signed in Accra between the Governments of Ghana and the United Kingdom on an interest-free loan of £2 million for the purchase of British goods and services.

The following Notice giving details of importing procedure was published in the Ghana Commercial and Industrial Bulletin of May 23, 1969:

'Notice to Importers No. 315 – United Kingdom/Ghana Loan, 1969'

The Controller of Imports and Exports hereby announced that the following procedure will now apply to all goods to be imported under the United Kingdom-Ghana Loan, 1969, by Private and Joint State/Private Enterprises:

(i) The Loan must be used for the purchase of goods and services of United Kingdom origin which are freshly exported from the United Kingdom specifically to fulfil loan contracts.

(ii) The Ministry of Trade will allocate Import Licences or Open General Licence Commitment Forms to Importers.

(iii) Importers will contact suppliers in the United Kingdom, and when agreement is reached, instruct suppliers to send to the Crown Agents for Overseas Governments and Administrations (Dept. C.S. 4) 4 Millbank, London, S.W.1, four copies of each contract (or pro-forma invoice) and four copies of the Contract Certificate (or Contract Certificate Chemicals and Allied Products) (see Appendix 'A' for the form of Contract Certificate).

These documents should have in them the numbers of the Import Licences, or the Open General Licence Commitment Forms, and the individual contract numbers must be shown in a prominent position. At least two copies of the Contract Certificate should bear the original signature of the suppliers.

(iv) The Crown Agents will submit documents to the British Ministry of Overseas Development, and will be advised by the Ministry as to whether the transactions are acceptable for loan finance.

(v) The Crown Agents will inform the Bank of Ghana, Accra, direct, of the decision of the Ministry of Overseas Development, and will advise United Kingdom suppliers in the event of proposed contracts being unacceptable for loan finance.

(vi) The Bank of Ghana will advise the importer whether or not his contract is acceptable for loan finance and in successful cases will then authorize the importer to open a special loan sight letter of credit with his bank to cover the accepted value of the contract. The credit may include the words 'plus freight at cost' to cover ocean freight and handling charges. The credit will be in a standard format, as required by the Bank of Ghana, and must include as one of the documents required to satisfy it, a Payment Certificate (see Appendix 'B' for the form of payment Certificate). Credits opened for one or more contracts must show the references and values of the relevant contracts so that invoices presented to the correspondent banks in the United Kingdom by United Kingdom suppliers may be compared with the accepted contract values.

(vii) Importers should ensure that their United Kingdom suppliers are conversant with the procedure and should provide them with specimens of the format of the special certificates required.

(viii) Importers will be required to make hundred per cent cash deposits of the values of the goods to be imported between the time of opening the Letters of Credit and the receipt of the Shipping documents.

For the guidance of applicants, below is the 'Shopping list' of items in respect of which application will be entertained:

(i) *Export Industries and Import Substitute Industries*
- (a) Plant, equipment and spare parts (other than manufactures of non-ferrous metals);
- (b) Chemicals.

(ii) *Transportation and essential Public Services*
Equipment and Spare Parts for:
- (a) Road and rail transport;
- (b) Earth moving;
- (c) Essential public services including electricity, water supplies, post and telecommunications, public works, broadcasting.

(iii) *Health*
- (a) Pharmaceuticals and medical stores;
- (b) Water treating chemicals.

(iv) *Agriculture*
- (a) Agricultural machinery and spare parts;
- (b) Agricultural chemicals including fertilizers and insecticides;
- (c) Fishing gear.

This notice cancels and supercedes paragraph 2 of Notice to Importers No. 298 which appeared in the Ghana Commercial and Industrial Bulletin No. 49 of 1967, and was published in the *Board of Trade Journal* of November 10, 1967, page 1212.

APPENDIX A

(FOR CHEMICALS AND ALLIED PRODUCTS, USE ALTERNATIVE CERTIFICATE BELOW)

Reqn. No.: /GHAUKL TWO

UNITED KINGDOM/GHANA LOAN, 1969

CONTRACT CERTIFICATE

	Particulars of Contract	
1. Date of Contract	Contract Number	(When appropriate) Project Title
	United Kingdom Origin	Non-United Kingdom Origin
2. Description of goods and/or services to be supplied to the Purchaser.		
	Sterling	Other Currency if any
3. Total [estimated] contract price payable by Purchaser.		
	In respect of non-United Kingdom goods and services:	Amount Description
4. Estimated amounts, if any, paid (or to be paid) by the Contractor in respect of goods or services of non-United Kingdom origin procured (or to be procured) and used for the purposes of the Contract.	(a) goods or materials;	
	(b) work to be done or services performed in Purchaser's country;	
	(c) know-how;	
	(d) plans, designs and technical documentation;	
	(e) other services.	

5. I hereby declare that I am employed in the United Kingdom by the Contractor named below and have the authority to sign this certificate. I hereby undertake that in performance of the Contract, no goods or services which are not of United Kingdom origin will be supplied by the Contractor other than those specified in paragraph 4 above.

Signed .....
Position held .....
For and on behalf of .....
Name and address of Contractor .....
Date .....

Note. – For the purpose of this declaration the United Kingdom includes the Channel Islands and the Isle of Man.

Reqn. No.: /GHNUKL TWO

UNITED KINGDOM/GHANA LOAN, 1969

CONTRACT CERTIFICATE FOR CHEMICAL AND ALLIED PRODUCTS ONLY

1. Date of Contract ..... Contract No. .....
Project Title (if appropriate) .....

2. Description of Product(s) to be supplied to Purchaser (Note A)	£ Price	UK Tariff Classification No. (Note B)	Is the product of UK origin (see Note C) State 'Yes' or 'No'
.....	.....	.....	
.....	.....	.....	
.....	.....	.....	
.....	.....	.....	

3. Total [estimated] Contract Price payable by Purchaser in Sterling – £

4. (Declaration) I hereby declare that I am employed in the United Kingdom by the Contractor named below and have the authority to sign this certificate, and that the above information is correct.

Signed .....
Position held .....
Name and address of Contractor .....
Date .....

NOTES

A. This form is only to be used for chemical and allied products, most of which are covered by the *appropriate sub-headings* of Chapters 15, 25, 28 to 35 and 37 to 40 of the UK Tariff.

B. See:
- (i) HM Customs and Excise Tariff HMSO.
- (ii) Classification of Chemicals in Brussels Nomenclature HMSO.

C. (i) A product is regarded as 'UK origin' if made *either* wholly from indigenous UK materials *or* according to the appropriate EFTA qualifying process using imported materials wholly or in part.
- (ii) The EFTA qualifying processes are set out in Schedule I of the 'EFTA Compendium for use of Exporters', HMSO.
- (iii) For the purposes of this declaration it is to be emphasized that the 'alternative percentage criterion' does not apply.
- (iv) The words 'Area Origin' where they appear in the above Schedule must be taken to mean 'UK origin' only.
- (v) For the purposes of this declaration, the 'Basic Materials List' (Schedule III of the EFTA Compendium) does not apply.
- (vi) If a qualifying process is not listed for the material in question, advice should be sought from Loans Administration Section, Finance Department, Ministry of Overseas Development, Eland House, Stag Place, London, S.W.1.

D. For the purposes of this declaration the UK includes the Channel Islands and the Isle of Man.

APPENDIX B

UNITED KINGDOM/GHANA LOAN, 1969

PAYMENT CERTIFICATE

I hereby certify that

(i) the payment referred to in the invoices listed below, which or copies of which accompany this payment certificate, fall due and are to be made in respect of Contract No. ..... date ..... between the Contractor named below and ..... (Purchaser) and are in accordance with the particulars of this contract notified in the contract certificate signed on behalf of the said Contract .....

Contractor's Invoice No.	Date	Amount £	Short description of goods, works and/or services

(ii) there are included in the above-mentioned invoices the following amounts in respect of the non-United Kingdom goods or services specified in paragraph 4 of the contract certificate,

(a) £ (d) £
(b) £ (e) £
(c) £

(iii) apart from the amounts specified in paragraph (ii) all the amounts specified in paragraph (i) are payable in respect of goods and services of United Kingdom origin.
(iv) I have the authority to sign the certificate on behalf of the Contractor named below:

Signed.....
Position held .....
For and on behalf of.....
Name and Address of Contractor.....
Date .....

Notes– For the purpose of this declaration the United Kingdom includes the Channel Islands and the Isle of Man.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3064), quoting reference CRE 19945/G.

CEYLON

Import licensing of drugs

CEYLON IMPORT CONTROL Notice No. 8/69 contains an amendment to Import Control Notice No. 9/63 which was published in the *Board of Trade Journal* of March 8, 1963, page 594, and reads as follows:

Importers are hereby informed that Import Control Notice No. 9/63 published in *Gazette Extraordinary* No. 13,528 of February 19, 1963 is amended by the deletion of the item 'Lucofen' appearing in the list No. 4 under manufacturer M/s. William R. Warner.

The list of drugs may be seen at Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3),

INDONESIA

Claims for compensation

THE INDONESIAN State Ministry for Economic, Financial and Industrial Affairs have announced new arrangements for the consideration of compensation claims by foreign enterprises which do not wish to resume control of their businesses, assets, etc., taken over during the regime of President Sukarno. These arrangements require such companies to submit fresh claims on a prescribed form before July 31, 1969.

Any company which has not already received details direct from the Foreign and Commonwealth Office and which wishes to submit a claim for compensation is requested to apply without delay to the South West Pacific Department of the Foreign and Commonwealth Office, King Charles Street, London, S.W.1 (Tel. 01-930 8440, Ext. 196). Letters should be marked 'Indonesian Claims'.

SINGAPORE

Customs tariff changes

THE SINGAPORE *Government Gazette* dated May 17, 1969 publishes the Customs Duties (Amendment No. 5) Order, 1969, which amends the Schedule to the Customs Duties Order, 1968, by (i) substituting for '1 cent per inch' appearing under Full and Preferential Customs Duty against code 899 531 'Slide fasteners (zip fasteners)' the word 'Nil'; (ii) substituting for 20 per cent appearing under Full and Preferential Customs Duty against code 899 532 'Parts for slide fasteners (zip fasteners) the word 'Nil'.

Any inquiries regarding this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Import control

THE SINGAPORE *Government Gazette* dated May 17, published the following:

(a) The Prohibition of Imports (General Licence) (Amendment No. 5) Notification, 1969, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by the addition of the following:

117 Sheet and plate glass.

This means that the above mentioned goods are now subject to special import licensing. Import and Export Notice No. 7/69 adds to the above by stating that the import of these goods is subject to a quota restriction of 120 per cent of 1968 imports and that licences will be issued up to 7/12 of the annual quota and will be valid until December 31, 1969. A preliminary notice concerning this amendment appeared in the *Board of Trade Journal* of May 28 on page 1538.

(b) The Control of Manufacture (No. 3) Order, 1969 amends the First Schedule to the Control of Manufacture Ordinance, 1959, by adding '(lxxii) Sheet Glass and Plate Glass'. This ordinance requires intending manufacturers of the scheduled items to register.

THE Singapore *Government Gazette* dated May 27 published the Prohibition of Imports (General Licence) (Amendment) No. 6) Notification, 1969, which amends the Third Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by adding the following countries: 'Cuba, Czechoslovakia, North Vietnam, Peoples Republic of China and Peoples Republic of Mongolia'. This notice means that all goods from these countries are subject to special import licensing.

MALAYSIA

Tariff Advisory Board

THE MALAYSIAN Government has announced that the Tariff Advisory Board is to hold a further series of public inquiries to consider the appropriate rates of import duty on a number of commodities including wines, spirits (including whisky, brandy and gin), barbers' chairs, mosquito nets and netting.

Hearings are scheduled to be held from June 30 to July 3, 1969.

Persons or companies who wish to give evidence on any of the goods listed should notify the Tariff Advisory Board, Hwa-Li Building, 63/65 Jalan Ampang, Kuala Lumpur, of their intention *as soon as possible* and nine typewritten copies of evidence should be submitted to the Tariff Advisory Board not later than June 16, 1969.

Further details of these hearings will be published when available.

Inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 16089/G.

NEW ZEALAND

Emergency Protection Authority references

IN THE *Board of Trade Journal* of May 14, 1969, page 1415, a list was published of items that had been referred to the New Zealand Emergency Protection Authority. The Board of Trade has been advised that these items, with the exception of film in rolls (37.02.09), are still under consideration by the Minister of Industries and Commerce for reference to the Emergency Protection Authority. The applications for protection on pneumatic mattresses (39.07.51) and urinals of plastic materials (39.07.56) have been withdrawn.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 24548/G.

Postponement of Tariff and Development Board inquiry

THE NEW ZEALAND Tariff and Development Board inquiry into import duties and import licensing affecting chart temperature recorders set down for June 13, 1969 has been postponed until Thursday, August 7, 1969. Details of this inquiry were published in the *Board of Trade Journal* of February 28, 1969.

Any inquiry regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 723/69.

Customs tariff inquiry (1)

THE New Zealand Tariff and Development Board has announced that, at the request of the Minister of Overseas Trade, it proposes to inquire into the possible addition of Domestic Pottery to Schedule A of the New Zealand/Australia Free Trade Agreement. The addition of this item to Schedule A will have the effect of phasing out completely the customs duty payable on these goods exported to New Zealand from Australia. The rates of duty at present payable are:

Tariff Item No.	Brief Description	British Preferential	Most Favoured Nation	General
69.11	Tableware and other articles of a kind used for domestic or toilet purpises of porcelain or china (including biscuit porcelain and parian)			
69.11.01	Cooking utensils	$7·50	$7·50 + 40%	$7·50 + 55%
69.11.02	Breakfast, dinner, tea and coffee sets; cups saucers, plates and dishes	$7·50	$7·50 + 40%	$7·50 + 55%
69.11.03	Other tableware	$7·50	$7·50 + 40%	$7·50 + 55%
Ex 69.11.09	Other articles (excluding articles of a kind commonly used for toilet purposes)	32½%	50%	60%
69.12	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of other kinds of pottery):			
69.12.01	Cooking utensils	$7·50	$7·50 + 40%	$7·50 + 55%
69.12.02	Breakfast, dinner, tea and coffee sets; cups, saucers, plates and dishes	$7·50	$7·50 + 40%	$7·50 + 55%
69.12.03	Other tableware	$7·50	$7·50 + 40%	$7·50 + 55%
Ex 69.12.09	Other articles (excluding articles of a kind commonly used for toilet purposes)	32½%	50%	60%

The public inquiry will take place in Wellington on August 13, 1969 at 10.30 a.m. Typewritten statements of evidence (12 copies) should be lodged with O. A. Black Esq., Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than July 30, 1969. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will, in general, need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 26136/G.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of their intention.

Customs tariff inquiry (2)

FOLLOWING the receipt by the Minister of Industries and Commerce, in New Zealand, of a report from the New Zealand Emergency Protection Authority, the Ministry of Industries and Commerce has referred to the New Zealand Tariff and Development Board, for inquiry and report, the question whether any new or increased duty is necessary in respect of buckles, buckle clasps and the like, of base metal, and to look into the question of import licensing as it affects these goods.

The goods in question are classified in the tariff item shown below.

		Rates of Duty		
		British Preferential	Most Favoured Nation	General
83.09.02	Buckles, buckle clasps and the like (of base metal)	Free	25%	25%

The temporary measures taken on:

(a) Buckles of base metal for car seat belts, and

(b) other buckles and clasps of base metal for use with clothing, headwear or footwear and having an f.o.b. value of not less than 50 cents (N.Z.) per dozen are as follows:

(i) The goods listed in (a) and (b) above are to be excluded from the proposed import licensing exemption relating to Item Code 42.120.

(ii) Buckles of base metal for car seat belts are to be given a 'C' import licensing allocation.

(iii) Other buckles, etc., as set out in (b) above are to be given an import licensing allocation of 100 per cent of the value of New Zealand imports of the same goods in the 1967/68 period.

The public inquiry will take place in Wellington on August 5, 1969 at 10.30 a.m. Typewritten statements (12 copies) should be lodged with O. A. Black, Esq., Acting Secretary, Tariff and Development Board. P.O. Box 5070, Wellington, New Zealand, not later than July 22, 1969. 'Notes for the Guidance of Witnesses,' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E.54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 753/69.

AUSTRALIA

Tariff Board inquiry on the printing industry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded to the printing industry on certain items as follows:

(a) printed books and other products excluding newspapers and periodicals with more than 70 per cent of advertising space;

(b) other printed products, excluding those with more than 25 per cent of advertising space;

(c) stationery.

Details of the tariff items, which fall within chapter 49 of the Australian Customs Tariff, may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

This matter has been reported by the British High Commission at Canberra, which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than June 27. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319) quoting reference No. CRE 1326/69.

Tariff Board inquiry on A/C generators

DETAILS WERE GIVEN in the *Board of Trade Journal* dated April 4, 1969 of a reference made to the Australian Tariff Board in respect of A/C generators *not* exceeding 120 kVA.

Further information since received amends the scope of that reference and it should now be noted that the inquiry relates to A/C generators *exceeding* 120 kVA and falling within item 85.01.329 of the Australian Customs Tariff.

Special Advisory Authority inquiry on cherries

THE AUSTRALIAN Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods:

Drained, glace and crystallized cherries (tariff item 20.04.900).

The hearing in Canberra for Australian producers is on June 11, and other interested parties on June 12.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Item	Goods	Rates of Duty	
		General	Preferential
20.04	Fruit, fruit-peel and parts of plants, preserved by sugar, whether in drained, glace or crystallized form:		
20.04.100	Fruit-peel	$0·05 per lb. Primage 10%	$0·037 per lb. Primage 5%
20.04.200	Ginger	$0·25 per lb., less 50%	$0·25 per lb., less 50%
20.04.900	Other	47½% Primage 10%, other than drained cherries	22½% NZ: $0·017 per lb. Primage 5%, other than drained cherries

The Special Advisory Authority is required to report within 30 days of the date of the reference (by July 2).

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 21 Tothill Street, London, S.W.1 (Tel. 01-799 7447).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319/2318), quoting reference No. CRE 1143/69.

Special Advisory Authority inquiry result

A NOTICE was published in the *Board of Trade Journal* on March 28, 1969 (page 951) to the effect that a reference had been made to the Australian Special Advisory Authority in respect of:

Band saw blades (tariff item 82.02.290).

The inquiry has now been held and as a result of the Special Advisory Authority's recommendations, which operate from 30 April, an extra temporary duty of 12½ per cent on both General and Preferential rates has been imposed. These new rates apply to all band saw blades except welded blades having a back of carbon alloy steel and teeth of high speed steel being blades with a f.o.b. price exceeding $A20 per hundred feet. The excepted blades will retain the old rates of 22½ per cent General and 12½ per cent Preferential.

These new duties do not apply to goods in transit on 24 March and are entered for home consumption within 21 days after importation.

Further details will be published as soon as possible.

Delegates from the 9th Commonwealth Mining and Metallurgical Congress who recently paid a technical visit to The Permutit Company Ltd., of Isleworth, Middlesex, during the second week of the four week Congress as one of a series to manufacturers' facilities and installations in the South and North of England and Scandinavia. The party included delegates from South Africa, Australia, Zambia and Czechoslovakia.

Tariff changes

DETAILS are given below of changes made in the Australian Customs Tariff by customs tariff proposals which came into effect on April 29, 1969.

Amendments of Part II of the First Schedule to the Customs Tariff 1966-1969

Tariff item	Goods	Rates of duty	
		General	Preferential
	Omit paragraph 15.07.93, *insert* the following paragraph:		
'15.07.93	Maize oil; peanut oil; soya bean oil; rape seed oil	$0·40 per gal.	$0·267 per gal.
	Omit paragraph 38.12.95, *insert* the following paragraph:		
'38.12.95	Of casein	40%	17½%
	After Note 4 to Chapter 39 *insert* the following Note: '5. In paragraphs 39.01.11, 39.02.11 and 39.03.12 and sub-item 39.05.1 "adhesive" means: Goods that consist of a mixture of two or more ingredients and the presence of more than one of those ingredients is essential to giving adhesive properties to the goods.'		
	Omit sub-paragraph 73.15.613, *insert* the following sub-paragraphs:		
'73.15.613	Containing 10% but less than 12·5% by weight of chromium and having a f.o.b. price of less than $1·120 per ton, being goods not falling within sub-paragraph 73.15.611 or 73.15.612	35%	25%
73.15.614	Containing 12·5% or more by weight of chromium and having a f.o.b. price of less than $1·120 per ton, being goods not falling within sub-paragraph 73.15.611 or 73.15.612	35%, or if higher, $280 per ton	25%; or if higher, $280 per ton less 10%
	Omit sub-paragraph 73.15.711, *insert* the following sub-paragraphs:		
'73.15.711	Containing 10% but less than 12·5% by weight of chromium and having a f.o.b. price not exceeding $943 per ton	35%	25%
73.15.712	Containing 12·5% or more by weight of chromium and having a f.o.b. price not exceeding $943 per ton	35%, or if higher, $280 per ton	25%; or, if higher, $280 per ton less 10%
	After Note 4 to Chapter 82 *insert* the following Note: '5. The following goods are specified for the purposes of sub-paragraph 82.02.259 that is to say goods that: (a) were in transit to Australia on 24 March, 1969; and (b) are entered for home consumption within 21 days after importation.'		
	Omit sub-paragraph 82.02.231.		
	After sub-paragraph 82.02.232 *insert* the following sub-paragraph:		
'82.02.233	Inserted tooth types or segmented types, not being goods falling within a preceding sub-paragraph in this paragraph	7½%	Free'
	After paragraph 82.02.24 *insert* the following paragraph:		
'82.02.25	Band saw blades:		
82.02.251	Welded blades having a back of carbon alloy steel and teeth of high speed steel being blades having an f.o.b. price exceeding $20 per 100 feet	22½%	12½%
82.02.259	Other	22½%, and, except in respect of goods specified in Note 5 to this Chapter, a temporary duty of 12½%	12½%, and, except in respect of goods specified in Note 5 to this Chapter, a temporary duty of 12½%
	Omit paragraph 82.04.94, *insert* the following paragraph:		
'82.04.94	Kitchenware; can openers	45%, or, if higher, $0·237 per doz.	22½%, or, if higher, $0·075 per doz.'
	Omit sub-paragraph 84.48.991, *insert* the following sub-paragraph:		
'84.48.991	Of a kind used solely or principally with machines of a kind to which sub-item 84.46.1 or 84.47.1 applies	7½%	Free'
	Omit sub-item 90.19.2, *insert* the following sub-item:		
'90.19.2	Deaf aids:		
90.19.21	Of a kind carried on the person	15%	Free
90.19.29	Other	45%	27½%'

ARGENTINA

Prior deposits

ARGENTINE CENTRAL BANK Circular RC No. 376 of May 15, 1969 has added certain items to those mentioned in Circular RC No. 371 as being exempt from payment of prior deposits (see *Board of Trade Journal* of April 11, 1969, page 1089). Details may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 476).

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*Flag Stop.

VARIG Brazilian Airlines

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49, West George Street, Glasgow, C.1. Tel. 041-221 5708

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended by the deletion of item 139 (Tableware of all kinds) and the substitution therefor of the following:

'139. Tableware, ceramic:
(a) Chinaware
(b) Earthenware
(c) Porcelain
(d) Stoneware'.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

URUGUAY

Additional import tax

UNDER A RECENT Uruguayan decree, certain products may be temporarily exempted, totally or impartially, from the additional import tax of 18 per cent *ad valorem* c.i.f. This concession, which is operative only until December 30, 1969 affects mainly materials and machinery for industrial development.

Details are available from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474/476).

GUYANA

Import licensing arrangements

THE SCHEDULE OF EXCEPTIONS to the Guyana Open General Licence (see *Board of Trade Journal* of January 10, 1964, page 68) has been further amended by the deletion of item 599-01) and the substitution therefor of the following:

'599-01 Synthetic plastic material in transparent sheets and tubes, in primary form.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

UNITED STATES

Fair Packaging and Labelling Act: small arms ammunition

THE UNITED STATES Federal Trade Commission has under consideration a proposal to exempt small arms ammunition and components from some of the labelling requirements of the regulations under the United States Fair Packaging and Labelling Act

Interested persons are invited to file written comments on this proposal with the Secretary, Federal Trade Commission, Washington DC 20580. Comments, which may be accompanied by a supporting brief or memorandum, should reach the Secretary by July 26, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Fair Packaging and Labelling Act: single consumer commodities

THE *Board of Trade Journal* of April 5, 1968 gave notice of regulations relating to the labelling of consumer commodities under the United States Fair Packaging and Labelling Act.

The United States Federal Trade Commission has now announced details of an amendment to the regulations clarifying the labelling requirements for packages containing single consumer commodities.

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In addition, the Federal Trade Commision has given notice that it will hold a public hearing on June 23, 1969 to consider the labelling of multiunit packages of bar soap both as to numerical count and weight per bar.

Further details of the above amendment and the public hearing may be obtained from the Commerical Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

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British Consulate-General, New York: change of address

AS FROM June 30, 1969, the British Consulate-General in New York will no longer use PO Box 3434, which at present forms part of the postal address. All correspondence to the British Government Offices in New York should in future be addressed to 845 Third Avenue, New York, NY10022.

Motor vehicle safety—consumer information

THE *Board of Trade Journal* of February 7, 1969, gave notice of regulations requiring manufacturers of motor vehicles to provide purchasers with information related to the safety characteristics of motor vehicles, such as vehicle stopping distance, tyre reserve load, and acceleration and passing ability.

The United States Federal Highway Administration has now announced amended regulations which become effective for vehicles manufactured on or after January 1, 1970.

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CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

Of a 'class or kind made in Canada':

Mechanical propeller drives designed for 360 degree operation for stern centre or bow installation in boats.

(Ruling effective June 26, 1969).

The above information is contained in Canadian Department of National Revenue Memorandum D 51-28-1 dated May 27, 1969.

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Customs notices of interest to exporters

THE FOLLOWING Publics Notices isued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49 Temporary importations: international co-operation.

77E (Re-issued February 1966) purchase tax – exports.

104 Temporary importations and exportations under ATA and ECS Carnets.

118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.

206 Export trade reliefs: temporarily imported for process or repair.

207 Reimported goods: relief from Customs duty and purchase tax.

210 Temporary importation of films and similar goods for copying printing, etc., to fulfil export orders.

215 Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.

300 Export reliefs scheduling scheme.

429 Customs export procedure. Further relaxation of pre-entry.

466 Export documents and trade statistics.

SN6 Notice to passengers (exchange control and export licensing).

Exchange Control Notice to Exporters Issue dated January 9, 1969. (Issued by HM Treasury – also obtained from any bank.)

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

74 Notice to exporters. EFTA restrictions on drawback and export rebate.

74A EFTA drawback; exception of EFTA goods re-exported to another country.

77M British-made cars and motor cycles; tax free sales to tourists, etc.

132 Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.

172 Hydrocarbon oils: drawback of duty.

217 The main conditions and procedures under which drawback of the duty paid under the Import Duties Act, 1958, may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6B.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.

251 Remission or repayment of the temporary charge on imports.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

372 Authorization of signatories to drawback claims.

430 Table of rates of sugar surcharge, distribution payments and corresponding repayments.

432 Sugar Act, 1956. Surcharge. Distribution payments and corresponding repayments.

Export Rebates

74 Notice to exporters. EFTA restrictions on drawback and export rebate.

435 Schedule of rates.

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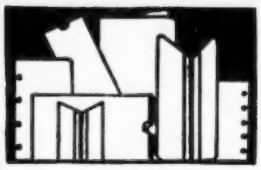

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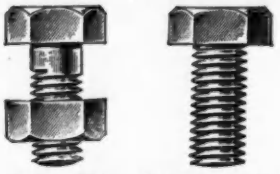

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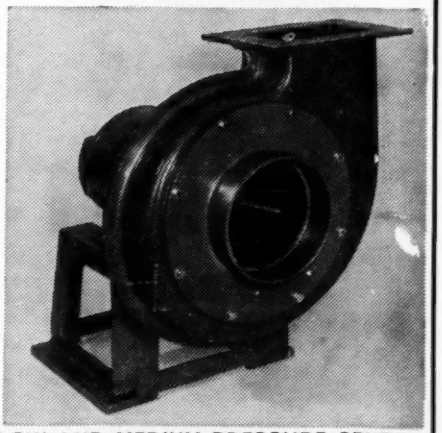

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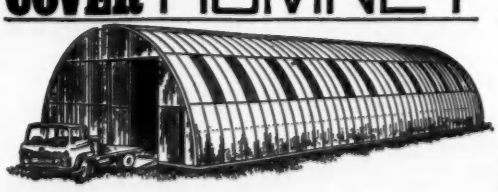

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